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# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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January 4, 1922.

Vol. 2, No. 1.

## A NEW WEEKLY PUBLICATION BY DEPARTMENT OF AGRICULTURE

"Weather, Crops and Markets" is the name of the new weekly publication to be issued by the United States Department of Agriculture. This publication will supersede three now being issued by bureaus within the department, namely, "National Weather and Crop Bulletin," weekly; "The Monthly Crop Reporter," monthly; and "The Market Reporter," weekly. The first issue of the new publication will be made under date of January 7. It will be mailed to all those whose names have been on the mailing list of any one of the three merged publications. "Weather, Crops, and Markets" will be the same size as "The Market Reporter" but the number of pages will vary from week to week in accordance with the amount of material ready for dissemination.

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The marketing specialists at the Pennsylvania State College, State College, Pa., are planning considerable work for 1922. A study will be undertaken to determine the need of cooperative associations for the marketing of poultry products. If such need is found to exist, steps will be taken to assist in the formation of associations at strategic points in the State. A short course has been planned in creamery management and accounting which will be conducted at the College early in the year for those in creamery work. A simple system of bookkeeping for farmers' buying associations has been devised and is nearly ready for publication. Effort will be made to assist existing farmers' associations to function more efficiently.

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The Extension Service of the Clemson Agricultural College, Clemson College, S. C., is contemplating the establishment of a market news service by radio. According to the proposed plans, receiving sets will be installed in the offices of the county agents of the State, from which the Federal market reports will be relayed to farmers and other interested persons.

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An agreement has been entered into by the Minnesota Department of Agriculture and the Federal Bureau of Markets and Crop Estimates, providing for the cooperative collection of crop and live-stock reports in the State of Minnesota.

## NEW ENGLAND MARKETING MEN MEET THIS WEEK

The annual meeting of the New England Association of Marketing Officials will be held at the Chamber of Commerce, Boston, Mass., Friday and Saturday, January 6 and 7. The tentative program is as follows:

### Friday Forenoon

- "Uniform Standards of Grades and Packages" (a) Conditions and Needs in Market Garden Sections, H. F. Thompson, Arlington, Mass.; (b) In Tobacco Sections, B. G. Southwick, Hartford, Conn.; (c) In Northern New England, Andrew Felker, Commissioner of Agriculture, Concord, N. H.; (Summary) How Shall New England Attain Uniform Standards of Grades and Packages, W. A. Munson, Director, State Division of Markets, Boston, Mass.
- "The Dairy Marketing Problems of New England," Richard Pattee, Manager, New England Milk Producers' Association, Boston, Mass.; E. S. Brigham, Commissioner of Agriculture, Montpelier, Vt.; C. E. Hough, Manager, Connecticut Milk Producers' Association, Hartford, Conn.

### Friday Afternoon

- "Shipping Point Inspection of Potatoes," C. M. White, Chief, State Division of Markets, Augusta, Me.; G. W. Payne, Food Products Inspector, Federal Bureau of Markets and Crop Estimates, Boston, Mass.
- "Market Reporting, How Can We Make It More Satisfactory," (a) From a Newspaper Man's Standpoint, (b) From a Farmer's Standpoint, (c) From a Middleman's Standpoint, (d) From a Market Reporter's Standpoint, Garret M. Stack, Market Reporter, Hartford, Conn.; L. A. Carlisle, State Market Agent, Concord, N. H.; (e) Relations Between Crop and Market Reporting, V. A. Sanders, Agricultural Statistician, Wakefield, Mass.; H. W. Harwood, State Division of Markets, Boston, Mass.

### Saturday Forenoon

- "Cooperative Marketing" (a) Central Organization for New England Purchasing Associations, John D. Willard, Extension Director, Massachusetts Agricultural College, Amherst, Mass.; J. C. Carrigan, Vermont; Horace Tingham, Rhode Island; (b) Egg Marketing for the East, W. L. Hundertmark, New Jersey; I. G. Davis, Professor of Marketing, Connecticut Agricultural College, Storrs, Conn.; (c) Cooperative Legislation Needed in New England, John Murdock, Providence, R. I.; Paul Mehl, Marketing Specialist, Connecticut Agricultural College, Storrs, Conn.; (Summary) Dr. A. E. Cance, Professor of Agricultural Economics, Massachusetts Agricultural College, Amherst, Mass.

### Saturday Afternoon

- "Freight Rate Situation in New England," Dr. R. J. McFall, Professor of Marketing, Massachusetts Agricultural College, Amherst, Mass.
- "A Marketing Program for New England."
- Report of the Committee on Program of Work.
- "What Action Shall Be Taken With Regard to the Program of Work?"



C. M. White, Chief, Division of Markets, Augusta, Me., was chairman of a committee that reported on the subject of cooperation at the recent annual meeting of the Maine State Grange. The committee, in the following language, called attention to the marketing organizations in the State: "The Aroostook Federation of Farmers is doing a wonderful work in marketing the potato crop. The New England Milk Producers' Association has the unique distinction of maintaining a price for dairy products more nearly in proportion to the supplies which the farmer must buy than is the case for any other commodity which he has for sale. Apples are marketed through more than 25 local fruit growers' associations federated in the Maine Fruit Growers' Exchange, while the Sweet Corn Growers' Association has had much to do with placing that industry on a cost-of-production basis. The Sheep and Wool Growers' Association has pooled more than 80,000 pounds of wool during the last two years of which more than one-half has been sold direct to the consumer." The committee recommended that a course of study be conducted by the Grange officers, the State Department of Agriculture and the Extension Service of the University of Maine regarding the services being performed for the benefit of the farmer by the State-wide cooperative associations.

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Harry S. Maddox, Chief, Division of Markets, State Department of Agriculture, San Francisco, Calif., in a recent address to the members of the Wholesale Fruit and Produce Merchants' Credit Association spoke in part as follows: "Millions of dollars of food products were wasted last year because of market conditions and prices. There are thousands of people in the State in dire need of these products. The consumers are in the majority and must have a square deal. Crops were never picked because the producer could not get the price it cost him to raise his product. For example, canned cherries are 25 cents a pound in San Francisco today. The producers could not get 5 cents a pound last year and thousands of tons of cherries rotted. Conditions like this can not go on."

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A special congressional committee consisting of ex-Senator Thomas P. Gore of Oklahoma, ex-Senator A. J. Gronna of North Dakota, Representative G. N. Haugen of Iowa, Representative Louis T. McFadden of Pennsylvania, and Representative James C. McLaughlin of Michigan, is holding meetings at St. Paul, Minn., Atlanta, Ga., and probably Kansas City, Mo., relative to the development of plans whereby short-term agricultural credit may be furnished.

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Fourteen professors and teachers of agronomy from the State Agricultural Colleges of Maine, New Hampshire, Vermont, Rhode Island, and Connecticut, recently went to the Boston office of the Federal Bureau of Markets and Crop Estimates to study the official grain grades and to examine the apparatus used in grading the grain.

Dr. G. F. Warren, Consulting Specialist, and William F. Callander, Assistant to the Chief, Federal Bureau of Markets and Crop Estimates, who have been in Europe studying economic conditions for the Federal Bureau have returned after an absence of three and one-half months. Special study was made of crop reporting methods and systems in the different countries. The countries visited were, England, Ireland, Scotland, Norway, Sweden, Denmark, Holland, Belgium, Germany, Poland, Austria, Hungary, Roumania, Italy, and France.

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At the recent annual conference of extension workers in South Dakota, held at Brookings, S. D., R. C. Miller of the Minneapolis office of the Federal Grain Supervision, explained the grading of grain under the grain standards Act. The forty or more county agents who were present were greatly interested in the discussion, especially regarding the grading of Durum wheat.

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"Open Types of Public Markets" is the subject of Bulletin No. 1002, just published by the United States Department of Agriculture. McFall Kerbey, formerly in Charge of City Marketing Investigations, Federal Bureau of Markets, prepared the material for this eighteen-page, illustrated bulletin.

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The annual conference of extension workers in New Hampshire will be held at the New Hampshire College of Agriculture, Durham, N. H., during the week of January 9. The subject of marketing will be given consideration.

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"Index Numbers of Wholesale Prices in the United States and Foreign Countries" is the title of Bulletin No. 284 just issued by the Bureau of Labor Statistics of the United States Department of Labor, Washington, D.C.

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"The Influence of Relative Humidity and Moisture Content of Wheat on Milling Yields and Moisture Content of Flour" is the title of Department Bulletin No. 1013 just received from the press.

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Don Livingston, Commissioner of Agriculture, Pierre, S. D., has been appointed a member of the Relief Committee for the distribution of corn, wheat and condensed milk to feed the starving children of Russia.

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LLOYD S. TENNY,  
Assistant to the Chief.



# STATE AND FEDERAL MARKETING ACTIVITIES

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January 11, 1922.

Vol. II, No. 2.

## MARKETING EXHIBITS TO BE SHOWN IN EASTERN STATES

The educational marketing exhibit of the Federal Bureau of Markets and Crop Estimates will be displayed in a number of the Eastern States during the next four months. According to the proposed schedule, the following points will be visited on the dates indicated: Trenton, N. J., January 9-14; New Brunswick, N. J., January 16-21; Kingston, R. I., January 30-February 4; Amherst, Mass., February 13-18; Burlington, Vt., March 13-18; Ithaca, N. Y., March 27-April 1; State College, Pa., April 10-15; and Morgantown, W. Va., April 24-29. In most instances the exhibit will be set up at the State Agricultural Colleges.

The exhibit is made up of material illustrating marketing practices in connection with live stock, wool, grain, fruits and vegetables. Among the displays are included the Bureau's models of an apple storage house, a potato cellar, a sweet potato storage house, and an improved refrigerator car.

The Bureau has been requested to prepare an exhibit for display in the Southern States and the matter is now being given consideration.

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An intensive campaign to bring about the standardization of the quality of ribbon cane sirup, and the marketing of the same in standard containers, will be undertaken cooperatively by the State Department of Agriculture and the State Department of Markets and Warehouse, Austin, Tex., during the week of January 23, among the sirup producers of Eastern Texas. This effort to assist the producers in commercializing their sirup by preparing it in a uniform manner as to density, color, and pack, will be made through a series of meetings of sirup producers, farmers, business men, and other interested persons throughout that section of the State. The benefits to be derived from the standardization of grades, packs, and containers for all farm products also will be discussed during the meetings. A general mass meeting for all sirup producers in Eastern Texas will be held at a central point at the close of the series of small meetings.

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The State Department of Agriculture, Sacramento, Calif., has drafted and issued a model for a city milk ordinance. This is being brought to the attention of all California cities contemplating the regulation of the marketing of milk.

Washington, D. C.

STATE AND FEDERAL  
MARKETING ACTIVITIES  
FARM CONFERENCE CALLED BY SECRETARY WALLACE

The National Agricultural Conference called by Secretary Wallace, at the request of President Harding, for the purpose of devising remedies for the present agricultural depression of the country, will meet in Washington, D. C., during the week of January 23. Approximately two hundred representatives of agriculture and allied industries have been invited to attend. The membership of the conference will include farmers; farm organization leaders; representatives of coordinated industries such as milling, meat packing, canning, manufacturing of farm implements and fertilizer; bankers; transportation specialists; State officials; instructors in agriculture and kindred subjects; editors of farm journals; and economists. The following suggestions were made by President Harding regarding the conference:

"Such a conference might divide itself into two parts: One part to give consideration to our present-day difficulties which, though temporary, are serious and need effective attention; the other part, a survey of the future and an effort to determine upon general policies, having in view the maintenance of production, the greatest possible use and at the same time the conservation of our agricultural resources, and the more complete coordination of our agricultural, manufacturing and general business interests."

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In the work of the farmers' cooperative associations of the State, C. M. White, Chief, Division of Markets, Augusta, Me., is insisting that each association keep a simple but comprehensive set of accounts that will show at any time the gross amount of business, the items of overhead expenses and the net profit. Frequently, Mr. White states, the failure of a cooperative organization may be traced to inadequate bookkeeping methods as well as to neglect in following the well-recognized principles underlying every cooperative enterprise. These failures, he points out, are cited by those inimical to farmers' organizations as the ultimate end of all cooperative organizations. The Maine Division of Markets, under the leadership of Mr. White, is endeavoring to aid the cooperative associations of the State in every way possible, by furnishing information and suggestions as to how successful cooperative concerns are conducted.

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The Federal Bureau of Markets and Crop Estimates has requested the Bureau of Navigation, United States Department of Commerce, to grant special radio broadcasting privileges to the State Universities in Wisconsin, Minnesota, Nebraska and Ohio, and also to Nebraska Wesleyan University and St. Louis University, for the dissemination of marketing information. All agencies desiring licenses for the broadcasting of market news by radio on a wave length of 485 meters must secure the approval of the Federal Bureau of Markets and Crop Estimates before the special license may be granted by the Bureau of Navigation.



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

A bill (S.2915) introduced by Mr. Owen, Oklahoma, provides for the establishment of a European Federal reserve bank.....linked inseparably with the American Reserve system.

(S.2941) Mr. McNary, Oregon, to encourage the development of the agricultural resources of the United States through Federal and State cooperation. This bill is similar to S.2811 also introduced by Mr. McNary and referred to the Committee on Irrigation and Reclamation.

An amendment to S.2263, to amend the Federal Reserve Act, was submitted by Senator Harris, Georgia, which would make a uniform rediscount rate in all Federal reserve bank districts compulsory.

(H.R.9711) Mr. Williamson, South Dakota, to require all dealers in alfalfa and red clover seed to keep stock records and label parcels of such seed so as to show lot number, place of origin, and for other purposes.

(H.R.9728) Mr. Madden, Illinois, provides that the expenses of the Federal Farm Loan Board shall be assessed semi-annually upon the Federal land banks and joint land banks.

S.2023, which defines crop failure as a yield of five bushels or less per acre of wheat, rye, or oats, on lands owned by those in the drought-stricken regions who borrowed money from the Government for the purchase of seed, and provides for the reimbursement of those whose crops failed but who made payment of such loans prior to May 31, 1921, when legislation was passed exempting them from such repayments, has passed the Senate.

S.Res.133, which directs the Federal Trade Commission to make an investigation of the grain trade, has been passed by the Senate.

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A short course in general agriculture will be given at the Mississippi Agricultural College, Agricultural College, Miss., during the week of January 16. The subjects of marketing and rural economics will have important places on the program. The forenoons will be devoted to lectures and discussions, and the afternoons to practical demonstrations of the various subjects. Each evening there will be stereoptican lectures to illustrate some of the more important features of the program.

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Marketing will be one of the main topics considered during Farmers' Week at the New York State College of Agriculture, Ithaca, N. Y., February 13-18. B. A. Pyrke, Commissioner, State Department of Farms and Markets, will address the farmers on matters of special interest in connection with their marketing problems.

## MARKETING CONFERENCE FOR GEORGIA FARMERS

A Marketing Conference will be held at the Georgia State College of Agriculture, Athens, Ga., during Farmers' Week, January 23-27. The program includes addresses and discussions on questions of vital importance to Georgia farmers. Dr. Andrew M. Soule, President of the College, will open the conference with an address on the subject, "The Economic Situation." Among others who will take part in the conference and the subjects assigned to each, are the following: "Marketing Grains and Hay," K. B. Seeds, Grain Supervisor, Federal Bureau of Markets and Crop Estimates; "The Function of the Commercial Distributing Agency," B. C. Moonaw, formerly with the Federal Bureau of Markets; "Marketing Problems of the General Farmers," M. C. Gay, In Charge of Educational Marketing, Georgia State College; "Observations from Abroad," Miss Ola B. Powell, States Relations Service, Washington, D. C.; "Cooperative Marketing Among Farm Women," Miss Susie V. Powell, State Agent, Mississippi Agricultural College; "The Work and Service of the State Bureau of Markets," Lem. B. Jackson, Director of the Georgia State Bureau. Other topics to be given consideration are: "The Country Bankers' Interest in Marketing," "Handling Farm Credits," "Cooperative Marketing," "Marketing Cotton," "The Producer's Relationship to the Cotton Manufacturer," "Marketing Sour Cream," and "Marketing Live Stock." Round table discussions will follow most of the addresses.

Exhibits of cotton, grain and hay, including the Government's official grain standards, will be on display. Special freight and refrigerator cars will be placed on the side tracks at the College, for demonstrations in grading, packing and loading of cars with farm products.

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The increasing demand for market information is evidenced by a statement made by G. M. Stack, Market Reporter for the Connecticut Bureau of Marketing, Hartford, Conn. Mr. Stack has been in charge of the New Haven market reporting service since 1918. At the time the work was started only 66 persons were receiving the benefits of the service. In August, 1921, when the State Department of Agriculture assumed control of this line of work, through the establishment of a State Marketing Bureau, the Market Bulletin, the official market news publication, had a circulation of 600. At the present time, the Bulletin is issued three times a week, and mailed to 1,900 subscribers. In addition to the individual mailing list, the marketing information is furnished to thousands of readers by means of the newspapers. Mr. Stack states that the service rendered in supplying egg-market quotations alone, has increased the circulation of the Connecticut Market Bulletin fifty per cent in some towns.

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L. M. Jeffers, formerly with the Federal Grain Supervision, has accepted the position of Chief Grain Inspector for the State of California with the State Department of Agriculture, Sacramento, Calif.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

The Federal Bureau of Markets and Crop Estimates has revised, under date of January 5, the Radio Information Circular No. 1, giving information relative to the transmission and reception of broadcast radio crop and market news. The circular, which is prepared primarily for those persons who are not specialists in radio communication but who wish to make use of it in the reception of crop and market reports, is illustrated with maps showing the present broadcasting stations and the radio inspection districts. The broadcasting schedule of the Post Office Department Air Mail Radio Service is also included showing the time the different market reports are sent from each of the seven main stations. A limited number of the circulars are available for distribution to those making specific requests.

Bulletin No. 29, recently published by the New Jersey State Department of Agriculture, Trenton, N. J., contains the sixth annual report of the Department. Twelve pages of the report are given over to the activities of the State Bureau of Markets, Alexis L. Clark, Chief, during the past fiscal year.

The Missouri State Board of Agriculture, Jefferson City, Mo., has just published in book form "The Missouri Year Book of Agriculture." The marketing work conducted in the State through the State Marketing Bureau is described in full in this volume.

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The Engineering Division of the New Mexico College of Agriculture, State College, N. M., is contemplating the installation of a radiophone transmitting set to be used, among other things, in disseminating market reports. According to the proposed plans, the county agents throughout the State will be provided with receiving sets. By means of the telephone and by posting bulletins in conspicuous places, the county agents will be able to further disseminate the market news to every interested person in the State. It is estimated that there are 1,500 privately owned receiving sets now in use in the State, the operators of which undoubtedly can be interested in receiving the reports on marketing conditions.

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In addressing a group of farmers attending the short course last week at the University of Minnesota, St. Paul, Minn., W. C. Coffey, Director of the Experiment Station, said that the marketing machinery of the farmers is badly in need of repairs and must be completely overhauled before the industry would receive its full compensation. Professor Coffey further declared, "We see that the farmers' marketing machinery is antiquated, that he has possibly never enjoyed a good system of distribution for his products, that as compared with the systems in other industries it is as a one-horse shay to a high-powered automobile."

The New England Association of State Marketing Officials, at their annual meeting held in Boston, Mass., January 5-7, voted to ask the Boston Chamber of Commerce to make an investigation of the New England milk situation. It was also decided that a committee of State officials should be appointed for the purpose of coordinating the cooperative legislation in the New England States. The members of the association pledged their support to the research work along marketing lines conducted by the experiment stations at the several State agricultural colleges. It was recommended by the State officials that the experiment stations in their marketing work cooperate more fully with each other and with other agencies to the end of coordinating their research studies and thus prevent duplication of effort. W. A. Munson, Director, Division of Markets, Boston, Mass., was elected president of the association for the coming year, and I. G. Davis, Professor of Agricultural Economics, Connecticut Agricultural College, Storrs, Conn., was reelected secretary.

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Most of the large potato growers of Colorado, and especially those who marketed a good grade of potatoes, are enthusiastic over the results of the past year's attempt to market the crop cooperatively, according to a statement by W. F. Heppe, Extension Agent in Marketing, State Agricultural College of Colorado, Fort Collins, Colo. Through the medium of the various local associations, the growers feel that they obtained for their crop at least 25 cents a hundred pounds above the prices offered on the local markets. In an effort to increase the cooperative spirit among the potato growers of the State, and thus insure future success to the cooperative movement, Mr. Heppe held a series of meetings last week with the members of several local associations.

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This being the time of year for the sweet potato crop to begin moving from the storage houses to the different markets of the country, Elmo Ragsdale, Extension Agent in Marketing, State College of Agriculture, Athens, Ga., has issued to the producers and shippers of sweet potatoes in the State, a circular letter entitled, "Sweet Potato Notes." This letter gives instructions as to how to load crates of potatoes in cars to insure safe transit to the markets. Mr. Ragsdale distributed with the circular letter a list of the cities where Government inspectors are located, who, upon request, will inspect the cars of potatoes as they arrive on the markets.

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During the short course in general agriculture, held at the University of California, Berkeley, Calif., the first week of January, Dr. Elwood Mead, Head of the Division of Rural Institutions of the University, delivered addresses on the following subjects: "Financing the Development of a Farm," and "The Future of Rural Development in California."



Specialists in the Department of Poultry Husbandry, College of Agriculture, Ohio State University, Columbus, Ohio, have been conducting egg-grading and packing demonstrations in a number of counties in the State, in order that egg producers may learn the requirements of the trade and thus secure better prices for their product. A one-day program is held at each of the different points. In the morning the records kept at the demonstration farm are explained, and in the afternoon eggs, which have been assembled by the various producers, are graded and packed for shipment. About fifteen per cent of the proffered eggs generally prove to be "culls" and not suitable for shipment to a fancy trade, the specialists state. In each instance, a sample crate is shipped to New York City and the cooperators informed of the price which it brings. The sample shipment from one county is reported to have brought \$7.20 above the price offered locally.

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One attraction at the Connecticut Exposition and Winter Fair, to be held at Hartford, Conn., January 25-28, will be a display by the Connecticut Poultry Association advertising "Connecticut Newlaid Fancy Eggs." Besides the thousands of eggs packed in boxes and crates, over 6,500 eggs will be used in spelling the phrase, "Connecticut Newlaid Fancy Eggs." Demonstrations of the approved methods of grading and packing eggs will be conducted by the association.

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The county agricultural agent of Mora County, New Mexico, recently advised the farmers of that county to market their hay and grain through the cream can. The same county agent is collecting information for the live-stock producers regarding the advisability of establishing a local slaughter house and packing plant. If the data collected indicate that such an institution can function efficiently, funds will be forthcoming for its establishment.

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L. R. Waldron, Professor of Agronomy, North Dakota Agricultural College, Agricultural College, N. D., recently visited the Minneapolis office of the Federal Grain Supervision in order to examine the grain grading equipment used, and to secure equipment necessary to demonstrate grain grading in a course which he contemplates giving in the near future.

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H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates, will discuss some phase of standardization work before the extension workers of New Hampshire during their annual conference at the New Hampshire College of Agriculture, Durham, N. H., January 9-14.

W. R. Porter, Agent in Marketing, North Dakota Agricultural College, Agricultural College, N. D., tendered his resignation, effective January 1, in order to accept the position of Manager of the Grimm Alfalfa Seed Producers' Association of North Dakota, with headquarters at Fargo, N. D.

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Dr. Eugene H. Porter, Commissioner of Foods and Markets, and H. D. Phillips, Director of the Bureau of Markets and Storage, State Department of Farms and Markets, Albany, N. Y., attended the annual meeting of the New England Association of State Marketing Officials in Boston, Mass., last week.

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The December issue of the Arkansas Farm and Marketing Bulletin, Little Rock, Ark., contains a list of wholesale sirup dealers and blenders. The crop of cane sirup in the State is unusually large this year and efforts are being made by State officials to assist farmers in finding markets.

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John A. Hopkins, Jr., has recently been appointed as Assistant Professor in Farm Management at Iowa State College of Agriculture, Ames, Iowa. Mr. Hopkins was formerly an assistant to Dr. T. N. Carver, Professor of Economics, Harvard University.

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M. P. Rasmussen, formerly Farm Management Demonstrator at the University of Vermont, recently resigned to accept the position of Extension Instructor in the Department of Agricultural Economics and Farm Management, Cornell University, Ithaca, N. Y.

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Part two of the article by Dr. William R. Camp, University of California, Berkeley, Calif., entitled, "Proposed Reforms in the System of Food Distribution," appears in the December issue of the Journal of Political Economy.

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A. J. Dadisman, Associate Professor of Farm Economics, College of Agriculture, West Virginia University, Morgantown, W. Va., has been taking graduate work at Cornell University this semester.

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LLOYD S. TENNY,  
Assistant to the Chief.



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January 18, 1922.

Vol. II, No. 3.

## FIVE RESEARCH STUDIES IN MASSACHUSETTS

Five research studies are being conducted in Boston on a joint basis by the Massachusetts Division of Markets, Boston, Mass., and the Federal Bureau of Markets and Crop Estimates. Students in the Graduate School of Business Administration, Harvard University, are engaged upon this work. The assignments are as follows: W. A. Schoenfeld, "Produce Market Analysis Regarding Connecticut Valley Onions, Shipping Season, 1920-21;" L. L. Shaulis, "Boston's Trans-Shipments Trade in Fruits and Vegetables;" E. C. Shoup, "Produce Market Analysis Regarding Maine Potatoes in Massachusetts, Shipping Season, 1920-21;" Lewis Schlotterbeck, "Produce Market Analysis Regarding Massachusetts Baldwin Apples, Shipping Season, 1920-21;" B. B. Smith, "Retail Mark-ups in Typical Boston Retail Stores for Twenty-six Commodities."

It is expected that as a result of the onion study it will be possible to make suggestions for more efficient methods of marketing onions.

It is also believed that the studies in connection with the marketing of Maine potatoes and Baldwin apples will result in recommendations for improved practices in the handling of these commodities.

From the study regarding the retail mark-ups for twenty-six commodities in different types of retail stores in Boston, it is expected that index figures will be obtained which will be valuable in studying the operating efficiency of establishments handling the different products.

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H. E. Babcock, Professor of Marketing, New York State College of Agriculture, Ithaca, N. Y., is making an intensive study of the operation of the cooperative marketing associations in the State with particular attention to the cooperative buying of farm supplies. Professor Babcock is being assisted in this study by C. G. McBride, Associate Professor of Agricultural Extension, Pennsylvania State College, who has been granted a year's leave of absence.

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The California State Department of Agriculture, Sacramento, Calif., proposes to establish, in the near future, State grades for barley and grain sorghums. These grades will be based upon the tentative grades prepared by the United States Department of Agriculture.

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## RIGHT OF CORPORATION TO RESTRICT TRANSFER OF ITS STOCK

In the case of *In re Laun*, 146 Wis. 252, 131 N. W., 366, Louis Laun attempted to purchase stock of the Farmers' Mercantile & Supply Co. from its owner. The company refused to transfer the stock on its books to his name, although he was in possession of the stock certificates, and he applied for an order requiring the corporation, and more particularly its secretary, to show cause why such a transfer should not be made. The lower court held that Laun was entitled to have the transfer made, and the corporation appealed. The following excerpts from the opinion rendered by the Supreme Court of Wisconsin in reversing the judgment of the lower court give the gist of the case:

The contract of subscription for shares, the articles of incorporation, the by-laws, and the stock certificates on their face contained a provision substantially to the effect that shares were not transferable, except in pursuance of a vote of two-thirds of all the outstanding shares, and this majority of shareholders might either consent to the transfer, or themselves take up the shares sought to be transferred by paying for the same at par. If they did neither, the holder was at liberty to sell and transfer his shares as usual.....

The object and purpose of such regulations, restricting in a degree, but not prohibiting, the transfer of shares, are familiar. It is sometimes necessary and often desirable that a corporation protect itself against the acquisition of shares of its stock by rivals in business, or other disturbers, who might purchase shares merely for the purpose of acquiring information which might thereafter be used against the interests of the company. Similar restrictions upon the transfer of shares are generally recognized and held valid, where they form part of the charter or articles of organization of the corporation, and are matters of contract between the shareholders.....

In discussing why Laun was not entitled to have the transfer of the stock certificates made on the books of the corporation, the court said:

Here the cause shown is that the transferee in question is not, according to the subscription agreement and the articles of incorporation, entitled to become a member of the corporation or to hold stock therein, and the transfer to him is invalid, because the transferee has not been qualified by the approval of two-thirds of the shareholders, and the prior right of these shareholders to purchase the stock at par appears upon the certificate itself as outstanding and unextinguished.....



## THE MARKETING EXTENSION PROGRAM IN CONNECTICUT

The program for extension work in marketing in Connecticut for the current year includes three items, as follows:

1. Obtaining the necessary data for the formulation of a sound program for the purchase of farm supplies, and the development of such a program once it has been evolved.
2. Teaching the farmers of the State the fundamentals underlying the egg-marketing situation and showing them how, by their own efforts, they can take advantage of the situation and profit in dollars and cents.
3. Helping to bring about standardized grades for tobacco, as the first step toward the solution of the complex marketing problems existing in Connecticut with relation to this commodity.

During the calendar year just closed market extension work was conducted along several lines. Assistance was given in the formation of eight marketing associations. Dealers in grains and feeds were interested in a program for the more efficient handling of those commodities. Many thousands of dollars were saved to the farmers of the State by the dissemination of timely information regarding the prices of commercial fertilizer and the fertilizer situation in general. Valuable information was given the farmers of Hartford County regarding the fluid milk marketing possibilities in New Britain. Thirteen days were spent in assisting the tobacco growers in installing accounting systems for their marketing organizations. Methods whereby they could study market conditions and learn to meet competition were demonstrated to poultry farmers.

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The Alabama State Department of Agriculture and Industries, Montgomery, Ala., is endeavoring to interest the shippers of farm produce in the advantages that could be derived from a State shipping-point inspection service. In an article appearing in a recent number of the Alabama Markets Journal, the official publication of that department, it is pointed out that, due to lack of official standards and an inspection service, a large amount of the farm produce of the State goes to market in poor condition. The receiving-point inspection service conducted by the Federal Bureau of Markets and Crop Estimates in the principal Northern markets indicates the need of concerted action in seeing that only properly prepared products are shipped to distant markets.

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A regional conference of the State marketing officials of the Middle Atlantic States will be held in Harrisburg, Pa., January 27. Among the subjects to be considered are the following: "Market Reporting," "Organization," "Transportation," and "Grades," especially regarding apples, peaches, potatoes, onions, and wheat. The subjects of milk, poultry, live stock, and wool will also be discussed. It is planned during the conference to formulate plans for the conduct of the marketing work in this group of States during the year 1922.

## WOOL MARKETING DEMONSTRATIONS IN COLORADO

Twenty-five wool marketing demonstrations have been arranged by W. F. Heppe, Extension Agent in Marketing, Fort Collins, Colo., for February and March. William E. Doble, Assistant in Marketing Wool, Federal Bureau of Markets and Crop Estimates, has been detailed to assist in the field work. The demonstrations will be held principally in the southwestern part of the State, although several demonstrations have been scheduled for points to the north and south of Denver.

It is proposed to consider in detail such matters which are of vital importance to the Colorado wool growers. Among these will be, (1) Preparation of wool for marketing, (2) How to organize and conduct a wool pool, (3) How to interpret wool market information, (4) Suggestions regarding methods of sale, (5) Financing by means of bonded warehouses, and (6) Advantages and disadvantages of various selling agencies.

County agents in the different counties where there are large numbers of sheep are perfecting the local arrangements for these demonstrations.

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The Sixth Annual State Farm Product Show will be held in Harrisburg, Pa., January 24-27, under the direction of the Pennsylvania Department of Agriculture, the Pennsylvania State College, and other interested organizations. The following addresses on subjects pertaining to marketing are included in the program: "The Cooperative Packing House Movement in New York State," "Local Vegetable Growers' Associations," "The Cooperative Marketing of Potatoes," "Marketing Poultry Products," "Wool Pools," and "Marketing Through the Ohio Wool Growers' Association." Consideration will be given to the formation of a permanent State purchasing organization.

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During Farmers' Week, held at the Oregon Agricultural College, Corvallis, Ore., the last week of December, B. W. Whitlock, Federal Grain Supervisor, gave a talk on grain grading. G. R. Hyslop, Professor of Farm Crops, addressed the farmers on the subject, "Workable Grain Grades - Essential Features and Changes in the Federal Grain Grades Needed in the Northwest." Following the address, there was an open discussion to consider recommendations for changes in the existing grade standards.

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The grading and packing of sweet potatoes will be one of the subjects to be considered during the Short Course at Delaware College, Newark, Del., January 30 to February 4. A. W. McKay, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, will demonstrate the approved methods of handling this product preparatory for market. The motion picture film, "Sweet Potatoes from Storehouse to Market," prepared by the Federal Bureau, will be shown to the sweet potato growers attending the course.



## THE MISSOURI 1922 MARKETING PROGRAM

The Annual Report of the Missouri State Board of Agriculture for 1921 contains the report of the Missouri State Marketing Bureau, Jefferson City, Mo. The report on marketing work is largely given over to an announcement of the work to be taken up in the future. It is proposed to protect the interests of farmers at the terminal markets by having deputy marketing commissioners stationed in the large cities. Commission merchants are to be licensed and placed under bond. A specialist is to be put on to conduct a grain-grading program. The wool-grading work started in 1920 will be continued in 1922 with probably twice the volume of wool that was graded in 1921. A market news service covering the entire State will be developed. It is proposed to establish a shipping-point inspection service at several points in the fruit and vegetable producing sections. Cooperative livestock shipping is to be encouraged and a live-stock specialist will soon be selected. Assistance will be given Missouri pure-bred live-stock producers in disposing to advantage of the animals which they may have for sale. Work will be undertaken in the standardization of poultry and poultry products, also the marketing of dairy products.

The Marketing Bulletin will be continued and the editions enlarged to meet the constantly increasing demand for the publication.

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Arrangements have been made whereby the Department of Agricultural Economics, College of Agriculture, University of Wisconsin, Madison, Wis., and the Federal Bureau of Markets and Crop Estimates will conduct a joint investigation in Wisconsin relative to marketing butter through cooperative creameries. A graduate student in the University has been selected who will first make a study of the creameries of a single county. He will obtain data as to how they are operated, where and how they market their output and the possibilities of federating the creameries of the county so as to develop a more efficient sales system. As soon as the study is completed in the first county selected it will be extended to cover other counties.

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The question of distributing market news by wireless telephone is being given consideration by the State Marketing Bureau, Hartford, Conn. Leonard H. Healey, Secretary of the State Board of Agriculture, recently stated that an appropriation for the conducting of this line of work undoubtedly would be requested at the next session of the State legislature.

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A mimeographed list of the periodical reports issued by the Federal Bureau of Markets and Crop Estimates was revised under date of January 1. Copies may be obtained upon request.

## WILL SUGGEST A PROGRAM FOR RESEARCH WORK

Six economists from various parts of the United States have been invited by the Chief of the Federal Bureau of Markets and Crop Estimates to meet in Washington following the adjournment of the National Agricultural Conference, for discussion with the consulting specialists and the division leaders of the bureau and the Office of Farm Management and Farm Economics, regarding the lines of research work that should be taken up by the proposed consolidated bureau. The men invited to confer on this matter are:

Charles J. Brand, Vice President, American Fruit Growers, Inc.,  
Pittsburgh, Pa., formerly Chief, Federal Bureau of Markets.  
Dr. Alexander E. Cance, Professor of Agricultural Economics,  
Massachusetts Agricultural College, Amherst, Mass.  
Professor Thomas Cooper, Dean, College of Agriculture, University  
of Kentucky, Lexington, Ky.  
Dr. B. H. Hibbard, Chairman, Department of Agricultural Economics,  
College of Agriculture, University of Wisconsin, Madison, Wis.  
George Livingston, former Chief, Federal Bureau of Markets, Wash-  
ington, D. C.  
Fred Rasmussen, Secretary of Agriculture, Harrisburg, Pa.

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The 101st field station for the collection and dissemination of market news on fruits and vegetables will be opened by the Federal Bureau of Markets and Crop Estimates in the lower Rio Grande Valley in Texas this week. This will be a temporary station to collect and distribute information on cabbage. The State Department of Agriculture and the growers are cooperating in bearing the expense of this work.

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The Fruit and Vegetable Division of the Federal Bureau of Markets and Crop Estimates has started an investigation of the auction companies, their methods and practices. A preliminary survey of the fruit auctions in the cities of the Atlantic seaboard was made during December.

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A bill (H.R. 9807) was introduced by Mr. Sinclair, North Dakota, to appropriate \$5,000,000 for the purchase of seed grain to be supplied to farmers in the crop-failure areas....under the direction of the Secretary of Agriculture.

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The Department of Rural Economics of the Oklahoma Agricultural College, Stillwater, Okla., is offering a course to seniors which will prepare them for extension work.



Two graphs dealing with hog and corn marketing problems are given in the January issue of the Minnesota Extension Service News. One graph shows the average Chicago price of hogs, all grades, by months for the years 1903-20, inclusive. The curve indicates that the market usually tends upward from January to April, that there is a slight fall in prices during the late Spring, an upward tendency from June to the middle of September when the top price is reached, and a marked downward tendency from mid-September to mid-December. The second graph deals with the profitableness of marketing Minnesota corn through hogs. On the assumption that eleven bushels of corn will produce one hundred pounds of live hog, the diagram indicates that only four times during the past twelve years have the farm prices of corn and live hogs in Minnesota been such as to make the marketing of corn by means of hogs unprofitable.

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Community growing and cooperative marketing are recommended by the Georgia State Bureau of Markets, Atlanta, Ga. In an article entitled, "Crop Cooperation" appearing in the January 12 issue of the Market Bulletin, it is stated, "The farmer who plants single handed, unless he is able to grow extensively and market his products in carlot shipments, will be at a disadvantage." By a community agreement to grow one or more standard varieties of fruits or vegetables, and to market the same in carlots, it is suggested that the farmers of Georgia would be in a position to command better markets and thus secure better prices for their produce than would be possible locally.

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As a result of a recent city election, a modern municipal market building will be erected in Birmingham, Ala. It is proposed to provide facilities so that farmers may display their products to the best advantage and may come in direct contact with consumers. As Birmingham is one of the largest consuming centers in the South, it is expected that many will benefit because of the increased facilities for marketing operations.

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F. D. McClure, Instructor in Rural Economics, College of Agriculture, Lincoln, Nebr., will devote the next two weeks to assisting a representative of the Federal Bureau of Markets and Crop Estimates in the investigation which is being conducted in the corn belt relative to the cost of marketing live stock and meats.

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M. R. Benedict, Professor of Farm Economics, South Dakota State College of Agriculture, Brookings, S. D., is also serving as a Special Assistant to the South Dakota State Commissioner of Agriculture in conducting research studies along economic lines.

The 1922 Farmers' Week program at the College of Agriculture, Ohio State University, Columbus, Ohio, includes twenty addresses and talks having a bearing upon the marketing of farm products. The list of subjects on the detailed program includes the following: "Market Outlook for Hogs," "Egg Grading and Packing Demonstrations," "The Marketing Problem," "Cooperative Fruit Packing in Western New York," "Wool Grading Demonstrations," "Market Classes of Cattle," and "Advertising Dairy Cattle." B. H. Hibbard, Department of Agricultural Economics, College of Agriculture, University of Wisconsin, is among the marketing men scheduled to speak.

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Marketing and taxation were two subjects given special emphasis at the annual meetings of Organized Agriculture held at the College of Agriculture, Lincoln, Nebr., January 3-6. H. C. Filley, Professor of Rural Economics, reports that the farmers of the State showed an unusual interest in these topics and desired definite assistance in solving some of the more perplexing problems arising along these lines.

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W. A. Sherman, Specialist in Charge of the Fruit and Vegetable Division, Federal Bureau of Markets and Crop Estimates, addressed the New York State Agricultural Society at its meeting, January 18, at Albany, N. Y., on the subject, "Different Phases of the Work of the Bureau of Markets and Crop Estimates, Especially Its Grading and Standardization Work on Fruits and Vegetables."

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The Missouri Cooperative Crop Reporters' Association, of which E. A. Logan, Agricultural Statistician, Columbia, Mo., is secretary, will hold its annual meeting at Columbia this week. This association is different from most associations in that it has neither membership fee nor annual dues. All of the 4,500 crop reporters in the State are ex-officio members.

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A mimeographed circular entitled, "The Distribution of Connecticut Valley (Massachusetts) Onions, Seasons 1919-20 and 1920-21," has been issued by the State Division of Markets, Boston, Mass. The circular contains tables showing the destinations of 2,508 cars of onions shipped in 1919-20 and 2,367 cars shipped in 1920-21.

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The annual conference of extension workers in Vermont will be held at the College of Agriculture, Burlington, Vt., January 24-26.

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LLOYD S. TENNY,  
Assistant to the Chief.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 25, 1922.

Vol. II, No. 4.

## A RADIOPHONE MARKET NEWS SERVICE ESTABLISHED IN EASTERN STATES

A market news service by radiophone was inaugurated January 24 by the New York State Department of Farms and Markets, Albany, N. Y. Through an arrangement with the Westinghouse Electric Co., marketing information is broadcasted twice daily from the company's high-powered plant at Newark, N. J. At noon, a brief account of the happenings in the New York City wholesale fruit and vegetable markets during the early morning hours is sent out. At six o'clock in the evening, a more complete summary of the wholesale market conditions for butter, eggs, cheese, poultry, hay and other commodities, in addition to fruits and vegetables, is broadcasted. These reports cover not only market prices and conditions of the day in the New York City wholesale market, but also summarize information obtained from the leased wires of the Federal Bureau of Markets and Crop Estimates relative to conditions in other large markets of the country. On at least three days of the week market conditions for Eastern agricultural products in the larger wholesale centers will be compared.

The sending radius of the Newark plant is about 300 miles, making it possible for farmers and other interested persons in New York, New Jersey and eastern Pennsylvania to receive the market reports.

The New Jersey State Bureau of Markets, Trenton, N. J., and the New York State Department of Farms and Markets will cooperate in organizing, in important shipping centers in these two States before the summer shipping season opens, radiophone stations from which the marketing information may be distributed locally.

As rapidly as arrangements can be completed, the New York State Department expects to utilize transmitting stations in sections of the State that can not be served from the Newark station.

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Six two-day courses for managers and officers of live-stock shipping associations are being held in Iowa this month under the direction of S. H. Thompson, Extension Assistant Professor of Agricultural Economics, Iowa State College of Agriculture, Ames, Iowa. At two of the points where the courses were given, there are no local packing plants, so arrangements were made with the Institute of American Meat Packers to send one of its representatives to discuss live-stock demands, grading, and losses from bruised meats. These subjects were illustrated by lantern slides and motion pictures. A discussion of death losses in transit, their cause and prevention, was another feature of the program.

## EXTENSION WORK WITH NEW YORK STATE RETAILERS

Two specific lines of work were emphasized by Professor James E. Boyle, Extension Specialist, New York State College of Agriculture, Ithaca, N. Y., during the past year, namely, hay marketing and retailing to farmers. In an effort to assist the hay growers in marketing their crop, addresses were given at meetings of hay growers, and letters, charts, and statistics were sent to the county agents in the hay-producing sections of the State.

In order to secure better methods of retailing to farmers, a series of "Merchants' Conferences" was held in five different towns. The general plan for these conferences was to assemble a number of village and country store-keepers, farmers, and farmers' wives at a dinner or lunch - the theory being that by first breaking bread together people can talk plainly to one another. An introductory address on "The Hope of the Conference" was usually made by Professor Boyle. Then a farmer would discuss, "What I would do if I were Running a Country Store," and a farmer's wife would explain "What a Woman expects of her Retailer." These discussions were generally replied to by one of the store-keepers who would give the viewpoint of the merchant. A representative of the Home Economics Department of the College would outline the "Merchant's responsibility in standards." Later the merchants were taught some of the outstanding features in the technique of merchandising. The objects of the conferences were (1) to improve and cheapen retailing, and (2) to breed a better mutual understanding in the community between retailer and customer. Several of the towns are planning to hold similar conferences again this year.

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The county agricultural agents in the 33 northern and western States report having assisted in forming 1,701 cooperative associations during 1921. These associations had a combined membership of 227,424 and did business during the year amounting to over forty million dollars. The county agents also report having assisted 123,035 farmers in buying and selling through other channels than cooperative associations. The amount of this additional business is estimated as over ten million dollars.

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Grading and packing demonstrations will be given by Gorrell Shumaker, Agent in Marketing, Raleigh, N. C., before the extension workers at the annual conference being held this week at the North Carolina State College of Agriculture at Raleigh.

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At the annual conference of extension workers held at State College, N. M., the second week of January, C. A. McNabb, Agent in Marketing, addressed the workers on two subjects, "Important Projects for 1922," and "Cooperative Marketing."



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 2964, by Mr. Ladd, North Dakota, to promote agriculture by stabilizing the prices of certain agricultural products. This bill fixes a schedule of minimum prices for wheat, corn, cotton and wool, and directs the Grain Corporation to purchase such quantities of the controlled crops as may be necessary in order to maintain the fixed prices.

H. R. 9952, by Mr. Summers, Washington, to authorize the Secretary of Agriculture to establish uniform standards of classification, an inspection service, a market news service, a system of adjustment of disputes, and a system of approved dealers and handlers for farm products, and for other purposes.

S. Res. 211, by Mr. LaFollette, Wisconsin, stating that it is the sense of the Senate that the Attorney General should not, without specific authorization of Congress, advocate or consent to any modification of the Packers' Consent Decree, and directing the Committee on Agriculture and Forestry to investigate the entire matter.

S. Res. 214, by Mr. Sheppard, Texas, authorizing the Committee of Agriculture and Forestry to investigate the practicability and desirability of a bureau of crop insurance to be operated by the United States Government, or otherwise, as may be found desirable.

S. Res. 217, by Mr. Trammell, Florida; directing the Committee on Interstate Commerce to investigate the present high freight rates on citrus fruits, vegetables and other perishable farm products with a view to bringing about early legislation that will result in a reduction of such rates.

Bills and resolutions upon which action was taken during the week:

S. 2263, to amend the Federal Reserve Act, was passed by the Senate, with the provision that there shall be six members appointed by the President instead of five and that in making selections the President shall have due regard to a fair representation of the financial, agricultural, industrial, and commercial interests and to the geographic divisions of the country.

S. Res. 212, by Mr. Morris, Nebraska, directing the Federal Trade Commission to extend its investigation of commercial wheat flour milling up to the close of the fiscal year 1921, was agreed to.

S. Res. 222, by Mr. Smoot, Utah, directing the Federal Farm Loan Board to inform the Senate whether farmers in borrowing money have been compelled to pay commissions not authorized by law, or to purchase stock in a joint-stock bank at a price greater than par value...was agreed to.

The organization of cooperative elevators and live-stock-shipping associations was the outstanding feature of the marketing work in Ohio during the past year. By way of educational work along these lines, Z. B. Wallin, Extension Agent in Marketing until September 1, held a series of meetings in the State using the township as a unit. Assistance in the marketing of potatoes, fruit and other produce was also given the farmers. As a direct result of the 145 meetings and 350 conferences held, live-stock-shipping associations on a country-wide basis were promoted in ten counties, farmers' elevators were reorganized, the Northern Ohio Potato Growers' Association formed, threshing rings and lime storage associations assisted, and preliminary steps taken in several counties for county associations of cooperative elevators. B. A. Wallace, who was appointed to succeed Mr. Wallin, September 1, has continued the general plan of marketing work as outlined above. A series of potato grading demonstrations was recently held in seven counties in Northwestern Ohio. Mr. Wallace also assisted in preparing an exhibit at the State Fair showing the costs of marketing. The Extension Agent hopes to assist the cooperatives of the State in improving their business and accounting methods.

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The editors of the Vermont Creamery and Market News Letter, Department of Agriculture, Montpelier, Vt., in the January issue urge creamery managers to strive for a "better and more profitable business in 1922 and future years." The managers are urged to study the factors which relate to the "efficiency of factory operation" and to use "every effort to return to the patrons the greatest possible value for their dairy products." Attention is called to the fact that no creamery operates 100 per cent efficiently and therefore even in the case of the best managed factory there is opportunity for improvement.

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Nearly half a million dollars is being used for cooperative extension work in marketing during the current fiscal year. This is out of a total of over eighteen millions for cooperative extension work by the Federal Department of Agriculture and the forty-eight agricultural colleges of the States. The increase in the allotment for marketing work over the preceding year is more than \$80,000. Just half of the Colleges - twenty-four - are conducting extension work in marketing. The largest amount being spent by any one State is Texas which has allotted \$145,400 for this type of work.

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Among the markets recently designated as points at which food products inspections will be made by the Federal Food Products Inspection Service, are the following: Amesbury, Mass.; Burlington, Iowa; Petersburg, Va.; and Winchester, Va. These points are served by the inspectors stationed at Boston, Chicago, Norfolk and Washington respectively.



Believing that the grade terms now being used for eggs are confusing to the consumer, and recognizing the need for a uniform system in grading this product, the New Jersey State Bureau of Markets, Trenton, N. J., is proposing that the egg producers of the State use the following terms: "Specials," "Extras," "Firsts," and "Seconds." It is suggested that the same terms be used for both fresh and storage eggs. In order to make these grade terms truly significant of the quality of the eggs, it is pointed out that nine factors must be observed, namely, weight, color, size, shell, air cell, yolk, white, germ or germ spot, and mold. By adopting a standard system of grading and having the eggs subject to State inspection, the New Jersey Bureau of Markets assures the consumers that there need be no doubt as to the exact quality of the eggs being purchased.

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Two hundred and twenty addresses on marketing were given at as many meetings during 1921 by George R. Boomer, Extension Specialist in Marketing, College of Agriculture, Lincoln, Nebr. These addresses were given very largely at meetings called to consider plans for the formation of cooperative grain elevators, live-stock-shipping associations, creameries, and egg circles. During the year progress was made in working out methods for the operation of cooperative egg circles. The general plans provide for local circles which eventually will be federated into larger organizations, perhaps with a county or even a larger area as a unit of operation. The plans provide that disinterested persons shall be employed to candle and pack the eggs for market. An effort is being made by the circles to create a demand for "Nebraska Extra Firsts."

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The tentative lettuce grades proposed by the Federal Bureau of Markets and Crop Estimates were adopted at a recent meeting by the Williamson Cooperative Vegetable Association, Williamson, N. Y., and will be used, during the coming season. Not only will the grades be used, but each crate of lettuce will be marked plainly as to grade, and an inspection service will be established to see that the contents of the crates correspond with the markings. This association has a membership of 214 and ships about 400 cars of lettuce a season.

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An arrangement has been worked out whereby the Department of Agricultural Economics of the New York State College of Agriculture, Ithaca, N. Y., and the Federal Bureau of Markets and Crop Estimates will conduct a joint study of the cooperative stores operating in New York State. A trained investigator will be assigned to the study, who will visit the stores at regular intervals over a period of years, collecting significant data. These will be tabulated and conclusions drawn.

The subject of marketing will occupy the entire afternoon session at the meeting of the Connecticut Poultry Association in connection with the Connecticut Exposition, Hartford, Conn., January 27. The detailed program includes addresses by Paul Mehl, Marketing Specialist, Connecticut Agricultural College; W. S. Hundertmark, formerly with the New Jersey Bureau of Markets; and I. G. Davis, in charge of marketing work, Connecticut Agricultural College. The subjects for the several addresses are as follows: Mr. Mehl, "Development and Organization of the Poultry Industry on the Pacific Coast; "Mr. Hundertmark, "Cooperative Egg Marketing in New Jersey;" and Professor Davis, "Egg Marketing in Connecticut."

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A cooperative arrangement has been entered into by the Department of Agriculture, University of Minnesota, St. Paul, Minn., and the Federal Bureau of Markets and Crop Estimates whereby a course in grain grading and handling is conducted in the School of Agriculture of the University. The purpose of the course is to point out the economic functions of grain grading, elucidate the principles underlying the Federal grain grades and indicate what educational requirements and practical experience are necessary in order to qualify as a grain grader. The course is being conducted by a Federal Grain Supervisor who has had a number of years of experience in actual grain-grading work.

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The Texas Markets and Warehouse Department, Austin, Tex., is taking steps for the licensing of public graders and classers of grain. A Board of Examiners, consisting of three members, has been appointed by the Commissioner of the Department. Certificates of proficiency to those meeting the requirements for grain grading will be issued by the Board.

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Some of the larger potato growers in New Jersey, under the supervision of the State Bureau of Markets, Trenton, N. J., are arranging to grade their potatoes, have them inspected by the State, and sell the combined output on a cooperative basis.

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Intensive marketing studies relating to potato distribution, grain and bean prices, and cotton prices are being made by three students of the Department of Rural Institutions, College of Agriculture, Berkeley, Calif.

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The fifth tobacco warehouse license to be issued by the Federal Bureau of Markets and Crop Estimates was recently issued to the Cottage Grove Farmers' Tobacco Warehouse, Cottage Grove, Wis.



Market reports are now being sent out from Chicago by radiophone four times daily. The service, which includes reports covering live stock, grain, dairy products, fruits and vegetables, began January 23. The reports are prepared in the Chicago offices of the Federal Bureau of Markets and Crop Estimates and are released each afternoon at 2:15, 4:15, 6:00, and 7:30 o'clock. As many of the cooperative associations and farmers in the corn belt have radiophone receiving outfits, it is expected that the new service will be of great value in disseminating market information promptly among producers, dealers and consumers.

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Three lectures dealing with the subject of "Cotton Handling and Marketing" will be given by G. S. Meloy, Investigator in Cotton Marketing, Federal Bureau of Markets and Crop Estimates, in connection with the exhibits to be made by the Bureau at five colleges in the Southern States. The lectures will be supplemented by eight reels of motion pictures. The points at which the lectures will be given are, Raleigh, N. C.; Auburn, Ala.; Baton Rouge, La.; Stockville, Miss.; and Nashville, Tenn.

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H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates, is in Chicago attending the meeting of the American Fruit and Vegetable Shippers. Earlier in the month Mr. Samson was in Austin, Tex., conferring with State marketing officials relative to the establishment of State grades for various farm products. He also attended the annual meeting of the Western Fruit Jobbers at Fort Worth, Tex.

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John S. Dennee, who has been Agricultural Statistician in Georgia for the Federal Bureau of Markets and Crop Estimates for more than a year, has been designated Agricultural Statistician for Maryland and Delaware with headquarters at College Park, Md. Effective February 1, Z. R. Pettet, formerly Agricultural Statistician in Georgia, will resume charge of the crop-reporting work in that State.

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K. A. Keithly, Agent in Marketing, Richmond, Va., reports that while attending a live-stock conference at Pulaski, Va., it was learned that the interest and membership in the live-stock-marketing association located at that point had grown to such an extent that an assistant was to be appointed for the present manager.

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The annual conference of Extension workers of the State, to be held at the University of Vermont, Burlington, Vt., has been postponed until the week of February 20.

Among the State and College marketing men who are in Washington this week attending the National Agricultural Conference are the following: Alexis L. Clark, Chief, Bureau of Markets, Trenton, N. J.; Hale Tennant, Marketing Specialist, Michigan Agricultural College, East Lansing, Mich.; H. C. Filley, Head of the Department of Rural Economics, College of Agriculture, Lincoln, Nebr.; Alexander E. Cance, Professor of Agricultural Economics, Massachusetts Agricultural College, Amherst, Mass.; Asher Hobson, Specialist in Market Research, Columbia University, New York, N. Y.; E. G. Nourse, Professor of Agricultural Economics, State College of Agriculture, Ames, Iowa. Mr. Clark is a member of the sub-committee on orderly marketing; Mr. Tennant is on the sub-committee on cooperation; Mr. Filley on the sub-committee on cost and price studies; Dr. Cance is secretary for the committee on price fixing in the marketing system; Mr. Hobson is secretary for the general committee on the marketing of farm products; and Dr. Nourse is secretary for the sub-committee on cost, prices and readjustments.

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H. E. Truax, Los Angeles, Calif., who is a joint representative of the Federal Bureau of Markets and Crop Estimates and the California State Department of Agriculture as an Investigator in Marketing Fruits and Vegetables, is in the Washington office of the Federal Bureau for two or three weeks assisting in the formulation of tentative grades for various fruits and vegetables.

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A specialist in live-stock marketing, V. W. Lewis, has been added to the staff of the North Carolina Division of Markets and Rural Organization, Raleigh, N. C. Mr. Lewis will assist in developing the live-stock industry within the State and will aid the live-stock producers in their marketing problems.

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J. E. Boyle, Professor of Rural Economics, New York State College of Agriculture, Ithaca, N. Y., recently delivered three addresses at the University of West Virginia on the following subjects: "Truth and Error about Cooperative Marketing," "The Chicago Grain Exchange," and "Price Fixing."

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Charles E. Miller has recently been appointed by the Missouri State Marketing Bureau, Jefferson City, Mo., as a specialist in marketing horticultural, poultry and dairy products.

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LLOYD S. TENNY,  
Assistant to the Chief.



# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 1, 1922.

Vol. II, No. 5.

## MIDDLE ATLANTIC MARKETING CONFERENCE FORMED

The Middle Atlantic Marketing Conference, a branch of the National Association of State Marketing Officials, was organized at Harrisburg, Pa., January 27. There were present at the organization meeting representatives from the State marketing departments of New York, New Jersey, Pennsylvania, West Virginia and Virginia; also representatives from the Maryland and Michigan Agricultural Colleges and the Federal Bureau of Markets and Crop Estimates. W. H. Somers, Chief, Bureau of Markets, Charleston, W. Va., was elected president of the conference for the ensuing year and Porter R. Taylor, Acting Director, Bureau of Markets, Harrisburg, Pa., was elected secretary. The plan of organization adopted provides that the conference shall be made up of the marketing men in New York, New Jersey, Delaware, Pennsylvania, Maryland, Virginia and West Virginia who are eligible to membership in the national association. Meetings will be held for the discussion of marketing problems common to the States making up the conference, whenever the president and secretary find that there is need for the consideration of matters that are of interest to more than one State.

The conference at the Harrisburg session placed itself on record as being in favor of the establishment of a market news station at Martinsburg, W. Va., for the fruit shipping season. It also expressed itself as in favor of an effort being made to bring about a readjustment in the freight rates resulting from the "Coast-to-Coast" rate. A movement was started for joint action on the part of the States of New York, New Jersey and Michigan in establishing a market-news service on grapes. It was decided to suggest to the officers of the national association that a mail vote be taken regarding House Bill No. 9952 entitled, "United States Farm Produce Marketing Act."

Action was taken to the effect that the officials of the national association be requested to arrange for a conference of State marketing men in Washington in the Spring, this meeting to be similar to the one held in the Spring of 1921.

The distribution of market news by radiophone was given careful consideration. It seemed to be the consensus of opinion that the experiments now being conducted should be watched closely with the idea of elaborating existing methods as rapidly as possible.

## SUPREME COURT DECISION IN BEECH-NUT CASE

The case of the Federal Trade Commission vs. Beech-Nut Packing Company recently decided by the Supreme Court of the United States, involved the right of the Beech-Nut Packing Company to determine the prices at which its products might be resold by jobbers, wholesalers, and retailers handling them. The Federal Trade Commission instituted proceedings against the company, charging it with unfair competition in that it required its purchasers to agree to maintain or resell its products at standard selling prices "and that for the purpose of maintaining such standard resale prices and for the purpose of inducing and compelling its customers to maintain and keep such standard prices, the company refused to sell its products to customers and dealers who would not agree to maintain such specified standard resale prices....." The company employed various means and methods which appear to have been quite elaborate for the purpose of enabling it to enforce its system of maintaining resale prices.

The Federal Trade Commission, as a result of the proceedings instituted by it, issued an order requiring the Beech-Nut Packing Company to cease and desist from carrying out the resale price plan described above. This order was broad and inclusive. The Beech-Nut Packing Company appealed from the decision of the Federal Trade Commission to the Circuit Court of Appeals for the Second Circuit, which court set aside the order of the Commission; whereupon, the Commission appealed the case to the Supreme Court of the United States.

The Supreme Court in its opinion said: "The system here disclosed necessarily constitutes a scheme which restrains the natural flow of commerce and the freedom of competition in the channel of interstate trade, which it has been the purpose of all Anti-Trust Acts to maintain.....The specific facts found show suppression of the freedom of competition by methods in which the company secures the cooperation of its distributors and customers....."

The Supreme Court although it reversed the judgment of the Circuit Court of Appeals held that the order of the Commission was too broad and indicated that it should have been limited to requiring "the company to cease and desist from carrying into effect its so-called Beech-Nut Policy by cooperative methods in which the respondent and its distributors, customers and agents undertake to prevent others from obtaining the company's products at less than the prices designated by it....." The Circuit Court of Appeals was directed by the Supreme Court to enter judgment in conformity to its opinion.

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According to the plans of the Extension Division of the College of Agriculture, University of Arkansas, Little Rock, Ark., cooperative marketing will be one of the lines of work to be emphasized during the current year. The county agents expect to conduct demonstrations proving the value of sweet potato storage houses and to assist, by means of demonstrations, the general movement in the State in behalf of commodity marketing.



MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 3067, by Mr. Mcumber, North Dakota, to create a Federal co-operative marketing board, to provide for the organization of cooperative marketing associations, and for other purposes.

S. 3077, by Mr. Pittman, Nevada, to amend the Federal Farm Loan Act.

S. 3079, by Mr. Sheppard, Texas, permitting the organization of agricultural pools for the purpose of making agricultural loans.

H. R. 10058, by Mr. Anderson, Minnesota, to amend the Federal Farm Loan Act by establishing a farm credits department in each Federal land bank.

H. R. 10071, by Mr. McFadden, Pennsylvania, and H. R. 10056, by Mr. McSwain, South Carolina, to amend the Federal Reserve Act.

H. R. 10072, by Mr. Oldfield, Arkansas, to amend section 2 of the Act entitled, "An act authorizing the Director of the Census to collect and publish statistics of cotton."

H. R. 10164, by Mr. Sanders, Texas, for the same purpose as S. 3079.

H. Res. 271, by Mr. Overstreet, Georgia, authorizing an investigation of the Crop Reporting Bureau of the Department of Agriculture.

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The marketing exhibit shown by the Pennsylvania Bureau of Markets at the Sixth Annual State Farm Products Show held at Harrisburg, Pa., January 24-27, consisted of a display of various kinds of farm produce graded according to standard grades and packed in standard containers. A grain-grading demonstration was given and test weights on samples of grain made. A bulletin board kept the visitors informed of the current market quotations of products produced by Pennsylvania farmers. Public marketing was another feature of the exhibit. Models of the open and covered types of public market sheds were displayed. There was also an exhibit illustrating the development and activities of the cooperative organizations in the State.

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A revised list of the personnel of the Federal Food Products Inspection Service has been issued by the Washington office of the Federal Bureau of Markets and Crop Estimates. The list gives the office and home addresses of the inspectors located in the various cities. Copies may be obtained upon request.

In order to enforce the cold storage law as amended by the New York Legislature at its session last year, it was necessary for the State Bureau of Markets and Storage, Division of Foods and Markets, Albany, N. Y., to employ two additional inspectors and to install a new system of record keeping, which has been found to expedite the handling of violation cases. The cold storage inspection work involves three phases, namely, (1) Routine inspections of warehouses licensed under the law, (2) Special inspections of warehouses which have made application for licenses or of warehouses which it is thought should be required to take out licenses, and (3) Inspections of wholesale and retail stores selling cold storage food. During the past year, the State Bureau of Markets and Storage inspected 3,108 warehouses, 2,912 of which were licensed. From the inspections made there were found to be 207 alleged violations, 173 of which were attributed to keeping goods in storage for a longer period than 12 months. From the 1,097 inspections of wholesale and retail stores, 23 violations of the cold storage law were reported, 21 being for not properly representing food as cold storage food. The Bureau conducted an educational campaign among the warehousemen and wholesale dealers in New York City, Buffalo, Rochester, Syracuse, Utica, and Albany, relative to the representation and sale of cold storage food.

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Three addresses pertaining to marketing are included in the program given in connection with Farm and Home Week being held this week at Seaford, Del., by the University of Delaware. The marketing subjects are, "Picking, Grading and Standardization of Cantaloupes," "Sweet Potato Storage," and "Standardization of Sweet Potatoes and Methods of Marketing." The motion-picture film prepared by the Federal Bureau of Markets and Crop Estimates and entitled, "Sweet Potatoes from Storehouse to Market" will be shown during the day given over to the consideration of sweet potatoes.

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A new course to be given at the University of Minnesota, St. Paul, Minn., during the winter term deals with the organization and business practice problems of marketing organizations. A study will be made of the various types of business organizations operating in the field of marketing, and the typical methods of conducting such business. Special attention will be given to cooperative business practice.

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In the work of assisting the cooperative organizations in Ohio in installing adequate accounting systems, B. A. Wallace, Extension Agent, Ohio State University, Columbus, Ohio, has been confining his efforts mostly to live-stock cooperative shipping associations, although a model form for a Cash Journal suitable for cooperative elevators has been prepared and is now in the hands of the printer.



A conference of persons interested in cooperative marketing associations has been called by H. E. Babcock, Professor of Marketing, New York State College of Agriculture, Ithaca, N. Y., for February 3, at the Onondaga Hotel, Syracuse, N. Y. The program, as arranged, includes a brief statement by Professor Babcock regarding the purposes of the conference, and discussions on the following subjects: "What the Cooperative Idea Embodies," "Publicity as an Essential to the Cooperative Movement," "The Correlation of the Activities of Farm Organizations," and "The Advantages and Disadvantages of the Cooperative Corporation as Compared to the Straight Business Corporation." A dinner at 7:30 in the evening will be followed by remarks by B. A. Pyrke, State Commissioner of Farms and Markets; Dr. Eugene Porter, State Commissioner, Division of Foods and Markets; and L. S. Tenny, Assistant to the Chief, Federal Bureau of Markets and Crop Estimates. Dr. G. F. Warren, Consulting Specialist with the Federal Bureau, is also on the program for an address on "The European Situation."

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The Missouri State Marketing Bureau, Jefferson City, Mo., in outlining its work for the coming year, has made provision for assisting the live-stock growers and shippers in the State. Two live-stock specialists have been appointed by the bureau to assist in organizing live-stock shipping associations and in establishing approved accounting methods. Instruction in the handling of pure-bred live-stock sales will also be given. A specialist in the standardization of horticultural and poultry products is planning to conduct a campaign for the standardization of Missouri eggs. Egg-grading demonstrations will be given at numerous farmers' produce exchanges. The establishment of standard grades for potatoes, watermelons, apples and strawberries is also being contemplated. According to the present plans, the wool-grading program will be conducted by regional pools, the same as last year.

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A syllabus has been prepared in mimeographed form of the course entitled, "Financing the Production and Distribution of Farm Products" being given by Dr. William R. Camp, Department of Rural Institutions, University of California, Berkeley, Calif. The main headings in Dr. Camp's outline are: "Sources for Farm Credit," "Short Time Loans," "Systems for Making Payment Upon Sales and Purchases," "Development of a Centralized Credit System," "Crisis in Agriculture in 1920-21," and "Movement for Reorganization of Rural Finance."

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The Division of Markets, Boston, Mass., releases at three o'clock each afternoon, a local market news story which is put on the wires by the Associated Press and sent to New England papers. The daily story includes the information which it is believed will be most helpful to the New England producers, dealers and consumers.

During the past year, the Bureau of Markets and Storage, New York State Department of Farms and Markets, Albany, N. Y., continued its investigation regarding the operation and management of public or farmers' markets. Careful records of all products received on the Albany farmers' market were kept for one week during the height of the season and special attention was paid to the extent of the wholesale selling to dealers who haul away their purchases by truck to towns and cities outside the Albany district. The data obtained will be used as a basis for making definite recommendations for the improvement of the market. The farmers' market at Watervliet was also deemed worthy of special study. This market is cooperatively owned and controlled by farmers. The investigation disclosed some of the peculiar difficulties connected with the operation of a cooperatively owned farmers' market. The data obtained will be used in suggesting improvements in the operation of the Watervliet market and also may aid in preventing similar errors when the plan is tried in other localities.

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J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, left January 30 for an extended trip through the Middle Western and Southern States for the purpose of developing co-operative relations with several of the State marketing agencies. His itinerary calls for stops at the following points: Chicago, Ill.; St. Louis, Jefferson City, and Kansas City, Mo.; Manhattan, Kans.; Denver, Colo.; Dallas, and Austin, Tex.; Little Rock, Ark.; Montgomery, Ala.; Atlanta, Ga.; Columbia, S. C.; and Richmond, Va. At Chicago, Mr. Gilbert will assist the Federal marketing officials in perfecting the program for broadcasting crop and market information from the transmitting station already installed and in operation. At Jefferson City he will assist the State Marketing Bureau in developing the proposed program of marketing activities which includes the broadcasting of reports by radiophone. At the other points, investigations will be made to determine the possibilities of developing closer cooperation in the collection and dissemination of marketing information.

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"German Meat Market Experiences Great Depression" is the title of a mimeographed report just issued by the Division of Agricultural Statistics and Prices, Federal Bureau of Markets and Crop Estimates. The published report is based on information obtained by E. C. Squire, Specialist in Foreign Marketing of Live Stock and Meats, who is now in Europe collecting statistical data for the bureau. Among the subjects covered in the recent report are the following: "Live Stock Being Slaughtered," "Lard Shipments Accumulate," "No Market for Frozen Beef," "Pork Market Also Depressed," and "Effect of Exchange on Purchasing Power."

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LLOYD S. TENNY,  
Assistant to the Chief.



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UNITED STATES DEPARTMENT OF AGRICULTURE  
Bureau of Markets and Crop Estimates  
Washington

Suggestions for Preparing the Fleece

By George T. Willingmyre,  
Specialist in Marketing Wool.

A few suggestions that if rigidly followed will eventually bring profitable results and bring commendation to the wool-grower are:

Shear the sheep when the wool is absolutely dry, never when there is any moisture in the fleece.

The sheep should be shorn only on a smooth dry surface, preferably a planed board flooring, never on the dirt.

Care should be taken to keep the fleece intact. Avoid second cuts, which reduce the average length of the staple.

Clip all locks from each fleece and pack separately. Never permit them to remain in the fleece.

Fleece should be prepared with the flesh side out, never the weather side.

Fold, roll, or use fleece box for preparing the fleece.

Tie each fleece separately. Never tie two fleeces together, nor pack and market untied wool.

Use only enough twine to tie the fleece securely.

Paper or hard glazed surface twine should be used. Never use sisal or binder twine.

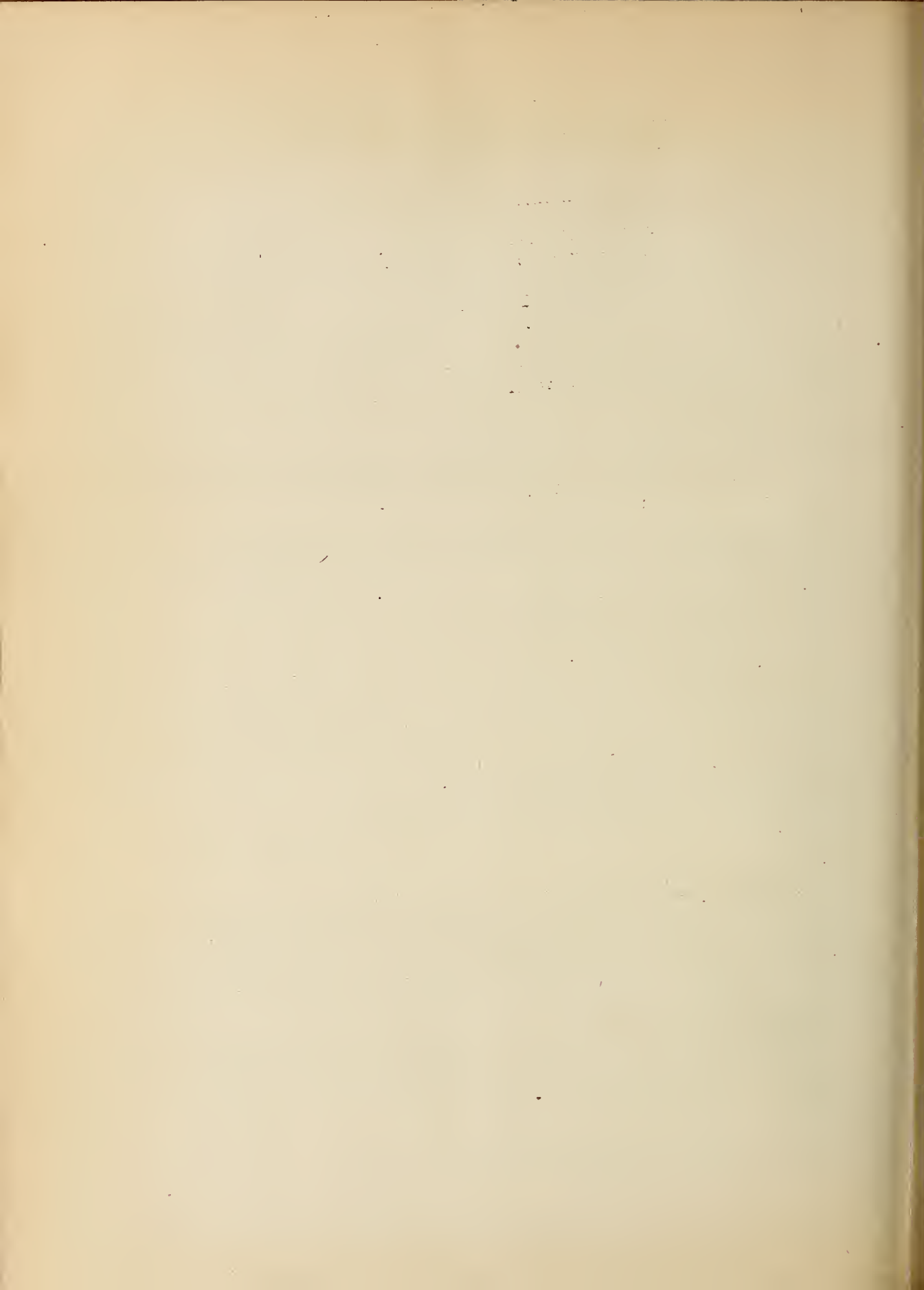
Never permit the fleece to come into contact with chaff, hay, dust, or any other foreign material.

Place the tied fleeces in regulation wool sacks or cover them with canvas or new burlap.

Select a clean dry place for storing the wool until sold. Never permit the wool to lie upon the ground nor store it in a basement.

Keep the white and the black wool separate. Never permit any of the black wool to be mixed with the white.

Keep the burry, seedy, cotted, dead, black, and gray fleeces apart from the clean, well-grown wool, and pack separately. Never pack all grades together indiscriminately.





# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 8, 1922.

Vol. II, No. 6.

## RADIO NEWS SERVICE ENLARGED

Market news reports on live stock, fruits, vegetables, grain, and dairy products are now being broadcasted daily from the Post Office Department's wireless station at Washington, D. C., and can be received within a radius of approximately 600 miles. The territory covered includes nearly all the States east of the Mississippi River. It is reported also that the messages have been heard in Texas.

At 12:30 p.m. a report is broadcasted giving the day's receipts of cattle, calves, hogs and sheep at the ten principal live-stock markets throughout the country, and also a brief message pertaining to the opening of the Chicago and St. Louis hog markets. A complete report of conditions and prices in the Chicago and St. Louis live-stock markets is sent at 2:30 p.m., and the prices of fruits and vegetables in the ten principal consuming markets, at 3:30. A dairy products report of the New York City and Chicago markets is sent at 5:00 p.m., and at 5:30, a press dispatch on the Chicago grain market. At 7:30 in the evening a complete report on the Chicago grain market giving closing, future and cash grain prices, and also a summary of the Chicago live-stock market and Eastern wholesalers' fresh meat market, is broadcasted. At 8:00 p.m. a report is sent giving complete quotations on fruits and vegetables in the leading consuming markets.

Each morning at 10:30 a radiophone report is broadcasted showing the price retailers pay wholesalers for fruits and vegetables in the Washington market. This report can be heard within a radius of 100 miles or more.

The establishment of this schedule extends the chain necessary to enable the agricultural interests in all parts of the United States to obtain daily information of conditions and prices of agricultural products in the leading markets of the country.

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A series of meetings to consider the marketing of farm produce, the control of the cotton boll weevil, and a cropping system to meet present conditions, will be held during the next couple of weeks under the direction of the extension specialists of the State College of Agriculture, Athens, Ga. It is planned to hold meetings in practically every county of the State. Bankers, railway agriculturists, advertising clubs, the State Department of Agriculture, the United States Department of Agriculture, and the press have been invited to assist in this campaign to instruct farmers.

## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3082, by Mr. Kellogg, Minnesota, to amend the War Finance Corporation Act, to provide relief for producers and dealers in agricultural products.

H. R. 10273, by Mr. Cantrill, Kentucky, to amend the seed importation act.

Bills and resolutions upon which action was taken during the week:

The Senate began consideration on February 2 of H. R. 2373, known as the Capper-Volstead bill, authorizing the association of producers of agricultural products.

S. Res. 211, requesting the Attorney General to furnish the Senate with information with regard to any proposed modification of the Packers' Consent Decree, and directing the Committee on Agriculture and Forestry to make a full investigation of the entire matter, was adopted by the Senate.

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A general course in marketing was given during the farmers' short courses held last month at the Utah Agricultural College, Logan, Utah. Demonstrations in the grading of wool and grain were conducted for the benefit of those enrolled. Later in the month this program was repeated at the Branch Agricultural College in the southern part of the State. Dr. W. L. Wanlass, Research Agent in Marketing, reports that never before has so much interest in the subject of marketing been shown in Utah.

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In the last issue of the Weekly Market Bulletin, Bureau of Markets, Concord, N. H., the New Hampshire Cooperative Marketing Association again calls the attention of the egg producers of the State to the fact that quality products properly graded command a premium. A recent report shows that New Hampshire stamped eggs sold on the Boston market from three to eight cents a dozen higher than eggs from nearby territory.

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Parts I and II of the "Report of the Joint Commission of Agricultural Inquiry" have been issued as Report 408, House of Representatives, 67th Congress, First Session. Part I deals with "The Agricultural Crisis and Its Causes" and Part II with "Credit." Parts III and IV which will deal with "Transportation" and "Distribution and Marketing" respectively, are now being prepared for publication.



A report relative to the expediency of revising the established legal bushel weights of fruits, vegetables, and other commodities has just been issued by the Commission appointed at the 1921 session of the Massachusetts Legislature. The Commission, composed of the Commissioner of Labor and Industries, the Director of Standards, the Commissioner of Agriculture, and the Director of the Division of Markets, investigated the variations in weights of fruits, vegetables, and other produce, as found in the channels of trade, and compared the findings with the bushel weights established in other States. The report to the Legislature, known as House No. 1021, also contains recommendations for legislation to establish a more satisfactory basis for retail sales for the specified commodities. It is recommended, among other things, that all fruits, vegetables, and nuts be sold at retail by avoirdupois weight or by numerical count, except when sold in the original unbroken standard containers in which the commodities were received by the retailer.

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The January, 1922, prices for important Missouri farm products, as compared with the January and December, 1921, prices, have been prepared by E. A. Logan and Jewell Mayes of the Missouri State-Federal Crop Reporting Service. January prices by counties were also compiled for wheat, corn, oats, butter-fat, country butter, eggs, and chickens. These tabulations are published in the February 4 issue of the Missouri Clip Sheet, the bi-weekly publication of the Missouri State Board of Agriculture, Jefferson City, Mo.

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The Marketing Bureau of the Connecticut Department of Agriculture, Hartford, Conn., is of the opinion that Connecticut farmers should continue their efforts in behalf of the advertisement of Connecticut products, and should endeavor to develop a greater demand for such products. The officials in charge of the marketing work urge the production of quality goods, packed in acceptable containers, and delivered when still fresh to the consuming public.

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Nine students are enrolled in the grain-grading class which is being conducted cooperatively by the University of Minnesota, St. Paul, Minn., and the Federal Bureau of Markets and Crop Estimates. The course was started January 16 and will continue through March. R. C. Miller, Federal Grain Supervisor at Minneapolis, is conducting the course.

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Investigations as to farm prices were conducted at ten points in New Castle County, Del., by the Delaware extension organization during the past year.

The subject of marketing was given considerable attention at the annual conference of North Carolina County Agents at Raleigh, N. C., January 23-28. B. F. Brown, Chief, State Division of Markets, spoke upon the following subjects: "Marketing Under Boll Weevil Conditions," "The Present Distributing System," "What the Division of Markets Can Do for the County Agents," "The Function of Price and Its Effects in Cooperative Marketing." Dr. Carl C. Taylor, Professor of Rural Economics, gave several addresses entitled as follows: "What Cooperative Marketing Can Do with the Present Marketing System," "Effect of the New Cooperative Marketing Associations on North Carolina Agriculture," and "What Efficient Marketing Will Do for the Standard of Living on the Farm." Gorrell Shumaker, Agent in Marketing, gave a demonstration in sizing white and sweet potatoes, explaining grading and packing requirements. V. W. Lewis, Specialist in Live-Stock Marketing, spoke regarding his line of work, and Frank Parker, Agricultural Statistician for North Carolina, gave an address on "Crop Statistics and How the County Agents Can Use Them."

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As a result of a series of conferences held by the Chief of the Federal Bureau of Markets and Crop Estimates and a Committee of Consulting Specialists appointed to consider methods for conducting research work in marketing, it has been decided to strengthen and expand the commodity divisions by the appointment of additional trained investigators. It has also been decided to appoint a Director of Marketing Research with the rank of Assistant Chief, who will supervise all research work and will work with and through the division leaders in developing and correlating these activities of the Bureau. The six existing commodity divisions are: Cotton; Live Stock, Meats and Wool; Dairy Products; Fruits and Vegetables; Grain; Hay, Feed and Seed.

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The question of formulating State standards for hay was considered at a meeting of hay producers and dealers recently called by G. H. Hecke, Director of Agriculture, Sacramento, Calif. The consensus of opinion was that it would be difficult to establish grades for California grain hay, but that it might be feasible to establish grades for alfalfa hay. A committee of seven, including three growers, was appointed to consider this matter and to report to the Director at an early date.

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The Federal Bureau of Markets and Crop Estimates is assisting the Extension Division of the Vermont College of Agriculture, Burlington, Vt., in supplying the Vermont farmers with information relative to the possibilities and limitations of cooperative activity in the marketing of maple products. R. H. Elsworth, Specialist in Market Extension, Federal Bureau, is attending a meeting of the organization committee of the Vermont Maple Products Exchange, at Burlington.



A municipal sweet potato curing and storage plant is to be established in the heart of the Farmers' Wholesale Market section in Memphis, Tenn., according to J. H. Tull, Superintendent of Markets, Memphis. A large brick building, formerly used by the Rock Island Railroad as a freight station, has been purchased by the City and, after necessary remodeling, will be available to the farmers for storing their sweet potatoes. The City will store, cure and hold the potatoes in uniform packages at a nominal charge for the season. The responsibility for storage, service, and insurance will be assumed by the City, but not for loss from rot, decay from rough handling, or shrinkage. Neither will the City assume the responsibility for the sale of the potatoes, but will agree to help in disposing of them when possible. A uniform storage package and label will be adopted and arrangements made so that the participants can sell collectively, and can borrow money on their stored goods.

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It was unanimously voted at the recent annual meeting of the State Horticultural Society, Helena, Mont., to request a State shipping-point inspection service on potatoes. C. C. Davis, State Commissioner of Agriculture, desires to inaugurate such a service beginning with the 1922 season, using the United States grades as the standard for Montana. Mr. Davis reports that the State inspection service on apples has been very satisfactory.

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A conference of extension specialists in marketing in the agricultural colleges has been announced for March 2, 3 and 4, to be held at the Auditorium Hotel, Chicago, Ill. The conference is being arranged under the auspices of the Extension Service of the United States Department of Agriculture and a committee representing the agricultural colleges. It is proposed to include the extension specialists in marketing in the North Central States.

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According to a decision reached at a meeting of Connecticut vegetable growers, recently held in Hartford, Conn., more attention will be given in the future to the marketing methods employed. It was suggested that modern machinery be adopted for grading produce according to uniform standards. The growers also were urged to market their crops cooperatively in order to secure prices in proportion to the cost of production.

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H. W. Harwood, Investigator, Division of Markets, Boston, Mass., is collecting information bearing upon the subject of grades for onions, particularly the types of onions grown in the Connecticut Valley.

In order to fulfill a growing demand on the part of farmers and shippers for reliable information relative to the costs of construction, mechanical equipment, methods of operation and advantages of small cold-storage warehouses at country points, the Bureau of Markets and Storage, New York State Department of Farms and Markets, Albany, N. Y., during the past year made a detailed study of certain existing storages of this type. Definite cost figures were secured from twenty warehouses and the ratio between costs and available storage space was determined in each case. The general layout of the various plants, their methods of operation and the nature and volume of business have been analyzed by the Bureau so as to bring out the more important factors involved in the success or failure of the different plants. Already this information has proved of value to the Bureau in advising and assisting communities contemplating the establishment of local cold storage plants.

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The 1920 cooperative wool marketing pool in Maine has just been closed and according to information furnished by the State Division of Markets, Augusta, Me., the farmers received an average price of 35 cents a pound for their wool. The growers were assisted by the State Department of Agriculture in the grading and marketing of the wool. The greater part of the wool was manufactured into blankets and material for suits; overcoats and lumbermen's pants. The manufactured goods were then sold to the public, and the receipts, less the operating cost, were prorated among the producers.

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The dates for displaying the educational marketing exhibit of the Federal Bureau of Markets and Crop Estimates in the Eastern States, have been changed as follows: Ithaca, N. Y., February 13-18; Amherst, Mass., February 27-March 4; Kingston, R. I., March 13-18; and Morgantown, W. Va., to be determined later. The Bureau's exhibit will be shown at the Agricultural Colleges in several of the Southern States on the following dates: Auburn, Ala., February 20-25; Agricultural College, Miss., March 6-11; Baton Rouge, La., March 20-25.

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The Department of Agronomy of the Agricultural and Mechanical College of Texas, College Station, Tex., is planning to offer a summer course in grain grading from June 12 to July 22. It is proposed that the course be given by one of the Federal Grain Inspectors.

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A Georgia farmer, who sold farm products last year valued at \$1,000 or more, speaks in the highest terms of the market-information service being conducted by the State Bureau of Markets, Atlanta, Ga.



Hugh N. Allen has been appointed Deputy Commissioner of the South Dakota Department of Agriculture, Pierre, S. D., and will have charge of the work of that Department during the absence of the Commissioner, Don Livingston, who is now serving as a member of the Commission for the administration of the Russian Relief Act recently passed by Congress. The Department of Agriculture handles the marketing work of the State.

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S. D. Fessenden, who has been serving the Federal Bureau of Markets and Crop Estimates as Agricultural Statistician in Illinois, at his own request, is being transferred to the New England territory with the title of Associate Statistician. The New England territory consists of the States of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut. His headquarters will be at Wakefield, Mass.

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K. A. Keithly, Agent in Marketing, State Division of Markets, Richmond, Va., who has been advising groups of farmers relative to shipping their live stock cooperatively, recently made a trip to the live-stock markets at Baltimore, Md., Philadelphia and Lancaster, Pa., for the purpose of acquiring information which would be of value to the managers of the local associations.

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T. O. Walton, Director of Extension Service, Texas Agricultural College, College Station, Tex., was one of a number of men from the United States who recently toured Mexico to determine the possibility of selling improved live stock to the breeders of that country.

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W. A. Williams, Federal Live-Stock Market Supervisor at Chicago, Ill., addressed farmers taking a Short Course at the Iowa State College of Agriculture, Ames, Iowa, February 2, on the subject, "Terminal Live-Stock Marketing."

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Fred W. Beier, Jr., Agricultural Statistician, Helena, Mont., is at the Washington office of the Federal Bureau of Markets and Crop Estimates assisting in a study of live-stock statistics.

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John A. Ramey, Agricultural Statistician for Mississippi, died January 25 from pneumonia. Mr. Ramey entered the Federal crop reporting work in January, 1914.

F. B. Wilkinson, Investigator in Tobacco Warehousing, Federal Bureau of Markets and Crop Estimates, attended the annual meeting of the New England Tobacco Growers' Association held at Hartford, Conn., February 8, and spoke on the subject, "Standardization of the Grading of Leaf Tobacco." Representatives from the agricultural experiment stations in Connecticut and Massachusetts also took part in the program, speaking on subjects of vital interest to tobacco growers.

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Fred R. Yoder, who became connected with the North Carolina State Division of Markets, Raleigh, N. C., last September as Specialist in Rural Credits, is engaged in the preparation of a bulletin on the North Carolina Credit Union. This bulletin will supersede the former circulars on this subject. Mr. Yoder was formerly Assistant Professor in Rural Economics and Rural Sociology at the Washington State College.

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The schedules of stations broadcasting official crop and market news for the United States Department of Agriculture, will be published hereafter in the Radio Service Bulletin. This is issued monthly by the Bureau of Navigation, United States Department of Commerce, and may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., for 25 cents a year.

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K. B. Seeds, Federal Grain Supervisor, Atlanta, Ga., assisted in demonstrating and explaining the marketing exhibit prepared by the Federal Bureau of Markets and Crop Estimates, which was recently displayed at the North Carolina State College of Agriculture, Raleigh, N. C.

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C. M. White, Chief, Division of Markets, Augusta, Me., was in Washington last week conferring with specialists of the Federal Bureau of Markets and Crop Estimates regarding the marketing problems in connection with his work in Maine.

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H. A. Rhoades, Federal Grain Supervisor, Indianapolis, Ind., gave a demonstrational talk on grain grading during Farmers' Week at Purdue University, LaFayette, Ind.

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LLOYD S. TENNY,  
Assistant to the Chief.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 15, 1922.

Vol. II, No. 7.

## VIRGINIA GOVERNOR APPROVES MARKETING WORK

The Governor of Virginia, in his message to the General Assembly now in session, recommended that the appropriation for marketing work for the coming two years be on the basis of \$20,000 a year. This is twice the amount now available.

The Virginia Division of Markets, Richmond, Va., was organized in the State Department of Agriculture in 1916. Since that time marketing work has gained in popularity with the people of the State, particularly with those in the agricultural sections. The demands made upon the Division have increased greatly and it is with a desire to meet requests for aid that the proposed increase in appropriation is recommended.

It is the plan of the Director of the Division, J. H. Meek, to add commodity specialists to his staff as soon as new funds are available. The Division already has a live-stock specialist who is kept almost continuously in the field assisting farmers who wish to organize live-stock shipping associations. Such organizations are being formed at the rate of about one each week. As a result of the work of this specialist, the receipts of live-stock from Virginia at the Lancaster, Pa., market were increased during 1921 by more than 500 cars.

Among the specialists whom it is proposed to add to the marketing staff of the State Division will be men experienced in the marketing of fruits, vegetables, tobacco and wool.

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The Grain Division of the State Bureau of Markets, Harrisburg, Pa., has been making a study of the cars of Pennsylvania-grown wheat shipped during July, August and September, 1921, to the Philadelphia and Baltimore markets and inspected at those points by Federal Grain Inspectors. The data collected showed that a very large number of cars were graded low because of garlic, moths, and excess moisture. It was clearly indicated that had the cars been fumigated and at least one per cent of moisture removed, the grades would have been raised in a number of cases. The information regarding the grades has been tabulated according to shipping points, and it is now proposed that demonstrations be conducted in the different producing sections in order to teach the farmers how they can improve the quality of the grain they are selling, and by so doing command better prices.

## MARKETING - A FEATURE OF FARMERS' WEEK IN NEW YORK

A number of addresses pertaining to marketing are included in the program for Farmers' Week, which is being held this week at the New York State College of Agriculture, Ithaca, N. Y. G. F. Warren, Consulting Specialist, Federal Bureau of Markets and Crop Estimates, will discuss the subject, "Prices of Farm Products and Probable Future Prices," and will conduct a question box on farm management problems. J. E. Boyle, Professor of Rural Economics, will speak on the subject, "Is Cooperation for Savings or Price Fixing?" and H. E. Babcock, Professor of Marketing, on "Some Lessons Learned in Cooperative Marketing," and "The A B C's of Cooperative Organization." The State Department of Farms and Markets, Albany, N. Y., will be represented by B. A. Pycke, Commissioner; G. E. Hogue, Commissioner of Agriculture; and H. D. Phillips, Director, Bureau of Markets and Storage. They will speak on the following topics, respectively: "Pressing Problems in the State Service in Agriculture," "What the State Department of Farms and Markets is Doing for the Dairy Industry," and "The Relation of Storage to the Farmers' Marketing Problem."

Other marketing subjects to which consideration will be given are: "What the Wool Market Requires of the New York State Farmer," "Tropical Fruits Which May Compete with Deciduous Fruits in Northern Markets," "Preparing the Fruit Crop of Western New York for Market," "Why Milk is Refused at the Receiving Station," "What the Milk Consumers Expect from the Milk Producer and Distributor," "Why the Milk Producer is Interested in the Distribution of Milk in the City," "A Message to Farmers from a New York Egg Receiver," "The Exportation and Importation of Eggs and Egg Products as Factors in the Development of the Poultry Industry of the United States," "The Development of a Plan for Poultry Organization in New York State," "The Workings of the Claim Bureau of the Express Company and Suggestions to Shippers of Poultry Products," "The Opportunity for New York Farmers to Market Their Potatoes and Cabbage Cooperatively," "Cooperative Marketing of Agricultural Products," "The Automobile as a Facility for Marketing Farm Products," and "How to Use Crop and Market Reports."

Demonstrations in the candling, grading and packing of eggs for market; and in the marketing of live and dressed poultry, will also be a feature of the week. Principles of the wireless telephone and telegraph will be shown and explained.

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Herschel H. Jones, Director of the New York City office of the State Division of Foods and Markets, as a member of the Committee on Legislation, appointed by the Cooperative League of America, assisted in preparing a model cooperative law proposed for State legislatures. This model law, submitted by the Committee on January 16, 1922, has been prepared as a guide for those States which may wish to adopt laws providing for consumers' or producers' cooperative stock corporations or which may desire to revise the existing laws on that subject.



## OPEN COMPETITION CASE

The case of the American Column and Lumber Company, et al, against the United States, decided by the Supreme Court on December 19, 1921, involved the validity of the so-called "Open Competition Plan" as employed by the "American Hardwood Manufacturers' Association," an unincorporated association, whose membership while operating only 5 per cent of the mills engaged in hardwood manufacture in the country produced one-third of the total output of the United States.

Suit was brought by the Government alleging "that the 'Plan' constituted a combination and conspiracy to restrain interstate commerce in hardwood lumber by restricting competition and maintaining and increasing prices, in violation of the Anti-trust Act of 1890....." An injunction was issued restricting the activities of the plan in specified respects, and the defendants appealed:

In affirming the judgment of the lower court, the Supreme Court said in part: ".....The 'Plan' proposed a system of cooperation among the members, consisting of the interchange of reports of sales, prices, production and practices, and in meetings of the members for discussion, for the avowed purpose of substituting 'Cooperative competition' for 'Cut-throat competition,' of keeping 'Prices at reasonably stable and normal levels' and of improving 'Human relations' among the members. But the purpose to agree upon prices or production was always disclaimed."

After quoting from numerous letters received by the Association from members, it was said, "These quotations are sufficient to show beyond discussion that the purpose of the organization and especially of the frequent meetings was to bring about a concerted effort to raise prices regardless of cost or merit, and so was unlawful, and that the members were soon entirely satisfied that the Plan was 'carrying out the purpose for which it was intended.'"

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That the potato standardization campaign being conducted by the Wisconsin Department of Markets, Madison, Wis., is bearing results, is proved by a report from the Marketing Specialist at the North Carolina Agricultural College, Raleigh, N. C., who states that an examination of several bags of Irish Cobbler potatoes received at the College dining hall revealed some significant facts. First, that not a single potato failed to meet the size requirements for United States No. 1 stock; second, that all the potatoes were clean and showed very little decay; and third, that there was affixed to each bag a tag stating that the stock had been passed by an inspector of the Wisconsin Department of Markets.

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The Tri-State Sweet Potato Show, held in Memphis, Tenn., last month under the immediate direction of J. H. Tull, Superintendent of Markets, Memphis, proved so successful that it was unanimously voted by those participating to make it an annual affair.

## PROPOSED LEGISLATION RELATING TO PUBLIC MARKETS IN NEW YORK

A bill has been introduced in the New York Legislature (Senate No. 277) the purpose of which is "to amend the farms and markets law, in relation to the jurisdiction of the department of public markets of the various cities." Among other things the bill provides that the term "market produce" shall include live poultry and fowls as well as food, flowers and ornamental plants. The department of public markets is given supervision over the public marketing of all foods and food stuffs, ice and fuel, including live poultry and fowls. Provision is made for the appointment of supervisors to look after the sale of market produce and to issue permits to conduct business in open air markets. The bill authorizes the collection of information regarding transactions in any commodities handled or dealt in by persons holding permits and the conducting of investigations of the manufacturing, harvesting, storing or delivering of food, fuel, and ice, sold under the jurisdiction of the department of public markets. It is also proposed that the department shall have power to make such reasonable rules and to enforce the same as will prevent profiteering in food, fuel and ice.

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If the consuming public is not interested enough to keep informed on current marketing conditions and is willing to pay, without questioning, any price asked, high prices for food products must necessarily be expected, is the opinion of the marketing officials of the New Jersey State Bureau of Markets, Trenton, N. J. In the February 8 issue of the City Market Letter, published by the bureau, attention is called to a spread of 25 to 30 cents a dozen between wholesale and retail prices for eggs. A brief investigation recently made by a representative of the State Bureau revealed the fact that some of the retailers were taking advantage of the condition of the egg market and were charging all the trade would stand regardless of the wholesale price.

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A detailed plan for obtaining definite statistics regarding the supplies of food and other commodities entering and leaving New England territory so as to determine the degree of dependence of the New England section upon the outside world was recently worked out for the War Department by R. J. McFall, Extension Specialist in Marketing, Amherst, Mass.

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G. A. Stuart, of the Grain Division of the State Bureau of Markets, Harrisburg, Pa., in connection with his standardization work among the wheat growers of the State, is planning to accompany a group of farmers to Philadelphia where he will explain fully to them the different processes involved in the handling of grain at a large terminal market.



## VIRGINIA WOOL GROWERS COOPERATE SUCCESSFULLY

The Virginia Cooperative Sheep and Wool Growers' Association, which has come into existence largely through the efforts of the State Division of Markets, Richmond, Va., and the Virginia Extension Service, Blacksburg, Va., held its first annual meeting at Lynchburg on February 11. The State Division of Markets was represented at the meeting by its Director and Live-Stock Marketing Specialist, and the Federal Bureau of Markets and Crop Estimates by G. T. Willingmyre, Wool Marketing Specialist, and Carl Nagel, Investigator in Wool Warehousing.

The reports of the business done during the past year indicated that the growers, by pooling their product, had received 3 cents a pound more for their wool than they would have received had they sold it in the old way. The wool in the 1921 pool came largely from 13 counties. It was decided by the association members to expand the organization the coming year so as to cover a larger portion of the State. The wool will be graded according to the tentative grades suggested by the Federal Bureau. An effort will be made to establish and operate at least one bonded warehouse.

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County agricultural agents in Minnesota in 1921 helped to form 20 potato marketing associations with 1,202 members, 12 wool marketing associations with 463 members, 51 cooperative live-stock shipping associations with 3,527 members, 19 creameries with 392 members, 4 cooperative elevators with 830 members, and 8 miscellaneous associations with 1,127 members. It is estimated that these associations did a volume of business in 1921 amounting to \$2,045,529. The county agents also assisted 66 existing associations, which during the year did a business amounting to more than \$28,000,000.

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A campaign to increase the use of brown-shelled eggs will be waged by some of the Connecticut poultry plants which are producing eggs of this type, according to information received by the Connecticut Marketing Bureau, Hartford, Conn. It is claimed by the producers that brown-shelled eggs are distinctively a New England product and are seldom put in storage. By using brown-shelled eggs, the producers claim that the consumers may feel assured that they are purchasing strictly fresh eggs from nearby henneries, as most of the shipped-in eggs are white.

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In order to enable consumers to obtain a good standard grade of sweet potatoes, the New Jersey Bureau of Markets, Trenton, N. J., has been urging the sweet potato growers of the State to grade their potatoes according to the United States standards which New Jersey has adopted. The State Bureau requests the consumers to assist in bringing about a complete standardization of farm products by demanding from their retailers only graded produce.

## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

H. R. 10294, a bill to authorize the establishment of a bureau of farm-risk insurance in the Treasury Department, was introduced this past week by Mr. King of Illinois.

H. R. 2373, known as the Capper-Volstead bill, authorizing the association of producers of agricultural products, was passed by the Senate.

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Team work among the rural marketing agencies is advocated by L. J. Taber, Director of Agriculture, Columbus, Ohio. In an article in the February 11 issue of the Market News and Exchange Bulletin, Mr. Taber expresses the opinion that the State Government can do little to aid the cooperative movement. He believes, however, that it should give recognition and helpful guidance to the bona fide marketing organizations. Mr. Taber announces that the Market News desires to be an exponent of better marketing methods and from time to time will publish brief articles setting forth examples of successful cooperative enterprises.

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R. J. McFall, Extension Specialist in Marketing, Massachusetts Agricultural College, Amherst, Mass., includes the following results in his report of the extension work conducted in 1921: the formation of three farmers' milk companies, one of which is a demonstration of a milk company established by farmers; the reorganization of three community markets, these being placed entirely under farm management; the incorporation of two farmers' fruit marketing companies; the formation by farmers and dealers of two onion associations; and the organization of two purchasing associations.

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Demonstrations in sheep shearing and the preparation of fleeces for market will be given again this year by A. L. Jordan, Extension Agent in Marketing, and L. A. Richardson, Live Stock Specialist, University of Tennessee, Knoxville, Tenn. It is also planned to secure the services of a prominent sheep grower of the State to assist in demonstrating the approved method of shearing.

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The Extension Division of the State College of Agriculture, Ames, Iowa, is arranging, through the county agents, to show to the live-stock producers of the State, a motion picture film entitled, "Live Stock Losses and How to Reduce Them." This picture deals with the preparation of cars, and the loading and unloading of hogs and cattle.



One hundred and two regularly enrolled students were instructed in the grain-grading school conducted by the Federal Bureau of Markets and Crop Estimates at Kansas City, Mo., during October, November, December and January. These students, who represented 40 different grain concerns, were instructed in the application of the Federal standards for wheat, shelled corn, and oats. The school was conducted by William Cunning, Assistant Grain Supervisor, stationed at Kansas City.

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C. M. White, Chief, Division of Markets, Augusta, Me., contributed an article entitled, "Shipping Point Inspection of Potatoes," to a recent issue of The New England Farmer. Mr. White has related in this article, the facts which brought about the establishment of a shipping-point inspection of potatoes in Maine, what the service is intended to accomplish, and the results thus far obtained since the inauguration on November 1, 1921.

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A limited mimeographed edition of a preliminary report on the survey of the retail meat trade made by the Federal Bureau of Markets and Crop Estimates was recently issued. The report shows operating expenses and margins of profit by classes of service, by size of stores, by sections of the country, and by other groupings including chain stores, stores with hotel and restaurant trade, and all stores combined.

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Lloyd S. Tenny, formerly Assistant to the Chief, Federal Bureau of Markets and Crop Estimates, has been appointed Assistant Chief of Bureau. Mr. Tenny will continue to direct the work of the Division of Cooperative Relations, and in addition will assist the Chief in coordinating and supervising the service work of the Bureau.

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Dr. William R. Camp, Professor of Marketing, University of California, Berkeley, Calif., has prepared a series of articles on the methods of cooperative pooling, to be published in Wallace's Farmer. The first article in the series, entitled, "The Pool in Cooperative Marketing" appeared in the issue for February 10.

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A. V. Swarthout, Investigator in Market Business Practice, Federal Bureau of Markets and Crop Estimates, is conferring with the University and State marketing officials at Madison, Wis., relative to cost of marketing live stock, milk and retail meats.

P. H. Hart, Specialist in Cotton Classing, State Division of Markets, Raleigh, N. C., has just concluded a successful cotton-classing school of two weeks duration. This course is given each winter at the North Carolina State College of Agriculture. Much enthusiasm was displayed on the part of those attending the class and it was unanimously voted to recommend that the course hereafter be extended to four or six weeks. The second annual summer cotton-classing school will be held this year from the middle of June to the first of August.

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The establishment of roadside markets has aided Connecticut farmers to dispose of their honey to advantage, according to an item in the February 6 issue of the Connecticut Market Bulletin, Marketing Bureau, Hartford, Conn. This method of marketing apparently has proved popular among the honey producers of the State who desire to reach consumers direct, without being obliged to make trips to the city. The roadside markets also have served to advertise the products, and have enabled sales to be made easily.

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William A. McKerrow, who was in charge of live-stock extension work in the Department of Agriculture, University of Minnesota, St. Paul, Minn., died early in January. Mr. McKerrow was largely instrumental in the formation of the Central Cooperative Commission Association at South St. Paul for the handling of the live stock forwarded to that market by cooperative shipping associations.

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H. W. Riley, Head of the Department of Rural Engineering, New York State College of Agriculture, Ithaca, N. Y., who has recently made an investigation of devices for wireless telephoning, is planning to inaugurate a campaign to interest farmers of the State in receiving by radio-phone the Federal weather and crop reports and current market prices.

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E. W. Stillwell, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Markets and Crop Estimates, is leaving this week for a trip to Minnesota, Wisconsin and Michigan to confer with State and College marketing officials, as well as with members of the trade, relative to potato standardization work.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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Vol. II, No. 8.

## THE FEDERAL COOPERATIVE MARKETING ACT

The Cooperative Marketing Act (Capper-Volstead) became a law on February 18 on being signed by the President. It provides "That persons engaged in the production of agricultural products as farmers, planters, ranchmen, dairymen, nut or fruit growers may act together in associations, corporate or otherwise, with or without capital stock, in collectively processing,.....and marketing in interstate and foreign commerce, such products of persons so engaged. Such associations may have marketing agencies in common; and such associations and their members may make the necessary contracts and agreements to effect such purposes." In order for an association to come within the scope of the Act "The association shall not deal in the products of non-members to an amount greater in value than such as are handled by it for members," and must also conform to one or both of the following requirements...."That no member of the association is allowed more than one vote because of the amount of stock or membership capital he may own therein, or,....that the association does not pay dividends on stock or membership capital in excess of 8 per centum per annum."

The Act further provides that if the Secretary of Agriculture shall have reason to believe that any such association monopolizes or restrains trade in interstate or foreign commerce to such an extent that the price of any agricultural products is unduly enhanced by reason thereof, he may serve upon such an association a complaint requiring the association to show cause why an order should not be made directing it to cease and desist from monopolization or restraint of trade. In the event that the Secretary issues such an order and it is not complied with within thirty days he shall then file in the District Court of the judicial district in which such an association has its principal place of business, a certified copy of the order and of all the records in the proceeding, together with a petition asking that the order be enforced. The District Court then has jurisdiction to enter a decree affirming, modifying or setting aside such order, or such other decree as the court may deem equitable.

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A temporary field station for the issuing of market reports on berries, probably will be opened by the Federal Bureau of Markets and Crop Estimates at Hammond, La., March 20.

## MEMBERS OF UNINCORPORATED ASSOCIATIONS LIABLE AS PARTNERS

In the case of Webster vs. San Joaquin Fruit and Vegetable Growers' Protective Association et. al., (32 Calif. App. 284) action was brought by Webster against the Association which was unincorporated, and certain of its members to recover the sale price of goods purchased by the Association for use in its business. The Association was composed of nineteen members. Webster recovered an individual judgment against two of the members of the Association and they appealed on the ground that they could not be held individually responsible for the claim of plaintiff.

In affirming the judgment of the lower court, the Court of Appeals of California said that the case came "within the rule announced in volume 5, Corpus Juris, 1362, 1373, as follows: 'While as between the members of an unincorporated association, each is bound to pay only his numerical proportion of the indebtedness of the concern, yet as against the creditors, each member is individually liable for the entire debt, provided, of course, the debt is of such nature and has been so contracted as to be binding on the association as a whole....An unincorporated association organized for business or profit is in legal effect a mere partnership so far as the liability of its members to third persons is concerned; and accordingly each member is individually liable as a partner for a debt contracted by the association.'"

This case illustrates one of the serious objections to unincorporated associations, and in turn emphasizes one of the great advantages of an incorporated association in which generally the members are not liable for the debts of the association.

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A semi-annual conference of the office and field employees of the Markets and Warehouse Department, Austin, Tex., will be held in Austin, March 1. The various activities of the department will be explained and the work for the coming six months outlined. Charles E. Baughman, Commissioner of the department, in setting forth the aim of the organization, is quoted as saying, "We must not permit the successes which have come to us to becloud our minds to the larger opportunities that lie before us. Should we permit the next half of the year's work to fall behind the first, or only to equal it, we must count it a failure. Each of us should, as a result of the work done, be more efficient, and having the experiences of the past, the successes and failures to guide us, we must go far beyond our present standard." Activities connected with the marketing of farm, ranch and orchard products, come under the supervision of the Markets and Warehouse Department and will be covered in the formal program at the conference by T. R. Bolin who is in charge of the Marketing Division. The department also supervises the warehouses and cotton gins in the State, makes inspections of weights and measures, and has charge of the official classing of all staple crops. Certification of all public weighers, grain graders and cotton classers also form a part of the duties of this department.



## CHICAGO CONFERENCE FOR MARKETING EXTENSION SPECIALISTS

The tentative program for the conference of marketing extension specialists to be held jointly with the live-stock extension specialists at the Auditorium Hotel, Chicago, March 2, 3 and 4, calls for the consideration of four definite problems. These are: (1) How can the specialist determine the marketing program for his State; (2) How can the specialist organize his work to serve the marketing needs of his State; (3) How can the marketing specialist cooperate with other agencies, (a) Other extension agents, (b) Specialists in related subjects, (c) Other marketing agencies; (4) How is he to conduct demonstration work, (a) Character of demonstration, (b) Value of a project outline, (c) Spread of practices demonstrated, (d) Publicity - field meetings, news articles, etc.

A similar set of problems relating to live stock will be considered by the live-stock specialists. Several joint sessions will be held by the two groups. At one of these sessions some speaker with a national reputation will set forth the economic situation in the Corn-Belt States, and at another joint session the subject of publicity methods for the specialist will be discussed by publicity experts.

This conference is for the marketing and live-stock extension specialists in the following thirteen North Central States: Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Nebraska, Iowa, Illinois, Indiana, Ohio, Kentucky, Missouri, and Kansas.

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According to a recent survey made by the Extension Division of the Louisiana State University, Baton Rouge, La., Louisiana now has 275 sweet potato storage houses, with a combined capacity of 1,120,000 bushels. This rapid development it was found had taken place practically within the past 5 years. The farmers are learning the value of storage houses from the fact that "cured" sweet potatoes are selling at present for one cent a pound more than "banked" potatoes. This difference in price, the extension specialists say, would, in one year, pay for the erection of a storage house.

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From statistics on leading field crops in Arkansas for 1921 compiled by Charles S. Bouton, State Statistician, Little Rock, Ark., it was found that the total value to farmers was approximately \$143,000,000, as compared with \$198,000,000 in 1920. This difference in money value Mr. Bouton attributes to the lower prices farmers received for their crops rather than to reduced acreage.

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Included in the training class for food products inspectors which the Federal Bureau of Markets and Crop Estimates will conduct soon in Chicago, will be State inspectors from Colorado, Washington and California.

## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

Wisconsin grades for American cheese are given in Bulletin No. 15 just issued by the Wisconsin Department of Markets, Madison, Wis. These standards, which became effective February 13, 1922, were adopted by the Department of Markets following extended consultations with cheese producers and dealers and representatives of the Federal Bureau of Markets and Crop Estimates. Graders, licensed by the State Department, are authorized to pass upon the different grades of cheese, and to stamp the grade upon the cheese. The graders will be supervised by inspectors, representing the State Department, who from time to time will review the work of the graders to determine the accuracy of the grading operations. The Department already has established grades for brick cheese and Swiss cheese.

"Bank Loans to Farmers on Personal and Collateral Security" is the subject of Bulletin No. 1043 just issued by the United States Department of Agriculture. V. N. Valgren, Associate Agricultural Economist, and E. E. Engelbert, Junior Economist in Farm Finance, are the joint authors of the publication.

"Suggested Articles of Association and By-Laws for a Live-Stock Shipping Association" is the title of a mimeographed circular issued by the Extension Division of the College of Agriculture, Lincoln, Nebr. The material was prepared by George Boomer, Extension Specialist in Marketing.

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"Buymanship" is a subject being given attention by C. T. Conklin, Professor of Animal Husbandry, Ohio State University, Columbus, Ohio. In a recent address before the Agricultural Forum, Columbus, he undertook to explain how 6 cent steers can make 70 cent steaks. He blamed the spread in price between beef on the hoof and on the butcher's block to the fact that it takes about two pounds of the first to make a pound of the second; to immense distribution costs; and especially to the operation of the law of supply and demand in a retail market that does not know quality when it sees it. Educating the housewife in these matters he feels is needed "to put some rhyme and reason into a now erratic demand-market for meats, to help standardize retail prices, and to reduce the present unreasonable spread."

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Sweet Potato Notes, the mimeographed sheet prepared monthly by Elmo Ragsdale, Extension Agent in Marketing, Athens, Ga., is devoted this month to the subject of grading. The requirements for the United States Grade No. 1, are given, and the statement made that, considering present market conditions, it is not advisable for sweet potato producers in Georgia to ship any sweet potatoes to the Northern and Eastern markets that do not meet the requirements of the United States Grade No. 1.



The Marketing Bureau, Jefferson City, Mo., is making plans to assist Missouri owners of pure-bred, registered, live stock to market their surplus stock. An agreement has been entered into between the Marketing Bureau and breed associations, particularly those for Shorthorn, Hereford and Angus breeds of beef cattle, to place a field man in the State for each breed, to assist the producers in disposing of their stock. The Marketing Bureau feels that this arrangement will result in larger sales in other States and in South American countries. The State Bureau is making a survey of all the farms where pure-bred, registered live stock are to be found, and a State directory will be published containing not only the number and sex of all pure-bred live stock on each farm, but also the sex and number of the marketable surplus, giving name and address of each owner, listed by counties and by breeds.

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A market survey recently conducted by the county agent of Washington County, Maine, and a farm management demonstrator of the United States Department of Agriculture and the State Agricultural College, developed the facts that of the 72 dealers who furnished information but 44 per cent handle native pork, 30 per cent native poultry, and 15 per cent native lamb, although these products can be produced in the county in greater quantities than is now the case. While most of the dealers handle native butter and eggs, they could use 1,190 pounds more butter a week, and nearly 2,000 dozen more eggs a week than they are now receiving. These data will be used as the basis for extension work.

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Annual crop statistics for Alabama are given in the January number of the Alabama Markets Journal and Crop Report, published monthly by the State Department of Agriculture and Industries, Montgomery, Ala. The tabulations published contain the revised estimates of acreage, production and value of crops grown in 1919 and 1920, and final estimates for 1921. F. W. Gist, State Agricultural Statistician, prepared the report.

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The importance of growers acquainting themselves thoroughly with grades and grade requirements, to the end that growing practices might be such as to produce a greater percentage of first grades, was the theme of a talk recently given by C. A. McNabb, Agent in Marketing, State College, N. M., before a group of fifty fruit growers in Dona Ana County.

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The Maryland Agricultural Society at its recent meeting in Baltimore went on record as favoring a State law providing for cooperative associations; also State legislation which would promote the better marketing of agricultural products.

Announcement has been made by the United States Civil Service Commission of an open competitive examination for Assistant Marketing Specialist (Dairy Products.) Vacancies in the Federal Bureau of Markets and Crop Estimates will be filled from this examination, at entrance salaries ranging from \$2,100 to \$3,000. The ratings will be based upon education, experience and fitness, which will count 70 per cent; and upon a thesis or discussion dealing with some specific problem or phase of marketing dairy products, which will count 30 per cent. Applicants must have studied at a college or university of recognized standing, the subjects of dairying, economics, marketing, and must have had at least three years' experience in some phase of the dairy industry. Copies of the announcement of this examination, which closes March 28, 1922, may be obtained from the United States Civil Service Commission or the Federal Bureau of Markets and Crop Estimates, Washington, D. C.

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Through the columns of the Weekly Market Bulletin, published by the Bureau of Markets, Concord, N. H., shippers in that State sending farm produce to Massachusetts markets are reminded of the Massachusetts law, becoming effective March 1, 1922, which defines the dimensions for standard boxes and half-boxes used in shipping farm produce. The law also provides certain requirements for the labelling of the boxes. The Director of Standards, Massachusetts Department of Labor and Industries, Boston, Mass., is empowered to enforce the new law.

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Eleven contract markets under the Future Trading Act have been designated by the Secretary of Agriculture. They are as follows: Chicago Board of Trade, Chicago Open Board of Trade, Minneapolis Chamber of Commerce, Duluth Board of Trade, Milwaukee Chamber of Commerce, St. Louis Merchants' Exchange, Kansas City Board of Trade, Toledo Produce Exchange, Baltimore Chamber of Commerce, San Francisco Chamber of Commerce, and Los Angeles Grain Exchange.

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The number of fruit and vegetable inspections made by the Food Products Inspection Service of the Federal Bureau of Markets and Crop Estimates was 49 per cent greater in January, 1922, than in January, 1921. The total number of inspections for January, 1922, was 2,100. These were divided as follows: fruit inspections, 884; vegetable inspections, 1,216. The total fees assessed amounted to \$8,526.

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The Iowa Extension Service, Ames, Iowa, is arranging for additional two-day courses at various field points for managers and officers of live-stock shipping associations. These courses are being conducted by C. W. Hammans, Agent in Marketing, Iowa State College of Agriculture.



M. L. Wilson, who took up his duties February 1, as Extension Specialist in Farm Economics and Rural Organization at the Montana State College of Agriculture, Bozeman, Mont., has expressed his view of the need of economic teaching and study, in the following words: "Emphasis should be placed upon teaching farmers to think in terms of economic facts and forces. There are some outstanding features in our present economic organization of which farmers are ignorant and which they are apt to disregard totally. In my judgment the most constructive thing that can be done in marketing is for state and national educational agencies to drill economic facts into farmers' minds. It is very dangerous to give specific economic advice, but in some cases where specific information is available, such a course may be justified. The general attitude, however, should be 'here are the facts and the basis for our conclusions' rather than direct unqualified recommendations."

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The first market news ever broadcasted in Alabama by radio, was sent out recently from Montgomery, Ala. The State Division of Markets, Montgomery, furnishes daily market information to a radio club recently organized in that city, to be dispatched from its transmitting station. This information can be gathered by practically every wireless receiving station in the State. The officials of the State Division of Markets consider this a practical demonstration of the possibilities of broadcasting market reports by radio, and are much interested in the development of this type of news service for the State.

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J. C. Folger, formerly with the Federal Bureau of Crop Estimates, delivered an address at the recent meeting in Baltimore of the Maryland State Horticultural Society, in which he brought out the fact that the fruit industry is largely localized and, because of this fact, is dependent in a large measure on transportation to reach the principal markets. He said that 56 cents out of every dollar paid by the wholesaler for fruit went to the shipper, 34 cents to transportation costs, and 10 cents to cover miscellaneous costs.

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F. W. Read, who has been Specialist in Standardization with the State Department of Agriculture, Sacramento, Calif., has been made Chief of the recently created Bureau of Standardization in that department. Mr. Read is very largely concerned with the establishment of standards for California fruits and vegetables and with the conducting, in an efficient manner, of an inspection service on these commodities.

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Senate bill 3146 was introduced this past week by Mr. Dial, S. C. to amend section 5 of the United States cotton futures Act.

C. A. McNabb, Agent in Marketing, State College, N. M., recently assisted the county agent in Quay County, N. M., in conducting meetings which resulted in the tentative formation of the Quay County Broom Corn Marketing Association. Growers representing more than 340 acres of broom corn attended the meetings and signed the tentative contracts. As soon as seventy-five per cent of the total broom corn acreage in that district is represented in the proposed association, the organization will be completed.

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Frank M. Byrne, ex-Governor of South Dakota, has been appointed Commissioner of Agriculture, Pierre, S. D., Don Livingston the former Commissioner having resigned. Mr. Livingston has been absent from the State several months serving as a member of the buying Commission of the American Relief Administration. Hugh N. Allen, who has been in charge of the marketing work in South Dakota, and has been serving as Acting Commissioner during the absence of Mr. Livingston, has also resigned.

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Lloyd S. Tenny, Assistant Chief of Bureau, was in conference February 20 with B. A. Pyrke, Commissioner, Department of Farms and Markets, Albany, N. Y., relative to marketing matters, and on February 21 spoke at the annual conference of county agents, Burlington, Vt.

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H. K. Holman, Investigator in Warehousing, Federal Bureau of Markets and Crop Estimates, spoke regarding the Federal warehouse Act at a meeting of managers and directors of cooperative elevators, at Findlay, Ohio, February 22 and 23.

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G. Harold Powell, formerly Acting Chief of the Federal Bureau of Plant Industry, and for the past ten years Manager of the California Fruit Growers' Exchange, died February 18, at Pasadena, Calif.

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W. R. Meadows, Cotton Technologist, Federal Bureau of Markets and Crop Estimates, will attend the Southern States' Cotton Conference at New Orleans, La., February 23-25.

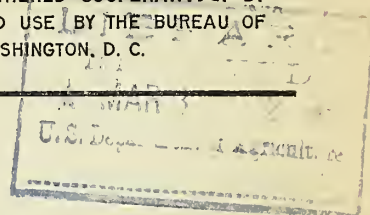
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R. H. ELSWORTH,  
Specialist in Market Extension,  
Division of Cooperative Relations.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



March 1, 1922

Vol. II, No. 9.

## WISCONSIN BABY CHICKS STANDARDIZED

The Wisconsin poultry hatcheries are the only ones in the United States which are under State regulation and inspection. Realizing the menace to the poultry industry through the sale of day-old chicks of inferior quality and breed, the State Department of Markets and the Poultry Department of the University of Wisconsin, Madison, Wis., have established regulations and requirements for hatchery flocks and for hatcheries in Wisconsin to be known as "Wisconsin Inspected and Accredited Hatcheries and Hatchery Flocks." H. M. Lackie, In Charge of Poultry and Egg Marketing, Wisconsin Department of Markets, has prepared a list of the hatcheries and flocks in the State which have been inspected by the State Department and found to meet all the requirements. Chicks purchased from these hatcheries bear the Department of Markets' trade mark which is a guarantee that the chicks are pure-bred and of reasonably good egg producing quality. In order to be included in the accredited list, the hatcheries must be inspected by an authorized inspector of the Department of Markets and must maintain the requirements of the Department. Following satisfactory inspection, a certificate is issued to each hatchery owner.

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The Extension Division of Purdue University, La Fayette, Ind., is conducting a survey of the methods of marketing poultry and dairy products in two counties in southeastern Indiana. The present marketing methods will be investigated and recommendations made for improving the marketing system, with the idea of enabling the producer to obtain prices in proportion to what his products are worth. D. L. James, Assistant in Marketing Dairy Products, Federal Bureau of Markets and Crop Estimates, will assist representatives of the Indiana Extension Division, for about a month, in making these investigations.

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Plans for the installation of a radiophone transmitting set are under way at the Kansas State Agricultural College, Manhattan, Kans. This set will be capable of sending market reports to all portions of the State.

## IMPROVEMENT IN INTERNATIONAL AGRICULTURAL STATISTICS PROPOSED

Two recommendations pertaining to the collecting and issuing of agricultural statistics have been submitted by the United States Department of Agriculture for consideration at the general assembly of the International Institute of Agriculture which will meet at Rome, beginning May 8. It is proposed that (a) the agricultural statistics of backward countries be improved, and (b) the collection of crop reports of adhering countries and the summarization and publication of these by the Institute be done in a shorter period of time.

The general assembly, made up of representatives from sixty different Governments, meets as a legislative body every two years to review the work of the Institute for the preceding period and to outline a program of work for the succeeding two years. There is no limit to the number of delegates which each Government may send, but the votes are limited in proportion to the size of the contributions which each country makes to the general expenses of maintaining the Institute.

The United States Department of Agriculture will be represented by Dr. W. H. Stevenson, the present permanent delegate of the United States to the Institute; Nat C. Murray, Chief, Division of Agricultural Statistics and Prices, Bureau of Markets and Crop Estimates; L. C. Gray, In Charge of Land Economics of the Office of Farm Management and Farm Economics; E. A. Foley, Agricultural Commissioner of the Bureau of Markets and Crop Estimates at London; and Louis G. Michaels, Consulting Specialist, now at Budapest, Hungary.

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Included in a list of hints for special news stories, which the Missouri State Board of Agriculture, Jefferson City, Mo., through the columns of The Missouri Clip Sheet, offers to editors of local papers, is one suggesting the development of radio news items. This particular type of news seems to be of unusual interest to readers, and it is suggested that local editors make a survey of radio outfits in their vicinity and attempt to interest the operators in receiving certain kinds of news or reports mentioned in the paper. Editors are advised of the possibility of having the market news reports picked up regularly by one or more operators and then published in each edition of the newspaper.

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Representatives of the Extension Division and of the Electrical Engineering Department of the Iowa State College of Agriculture and Mechanic Arts, Ames, Iowa, in working out a market-news program, are contemplating the installation of a loop of the Federal leased wire for the purpose of securing all of the market information released by the Government. This in turn will be broadcasted over the State, by radiophone. Radio receiving equipment already is installed at the College, by means of which, the market news releases from the Omaha, Nebr., station are heard.



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

H. R. 10596, a bill to amend section 5 of the United States cotton futures Act, was introduced by Mr. Stevenson, South Carolina.

Bills and resolutions upon which action was taken during the week:

S. 2897, a bill to appropriate \$5,000,000 for the purchase of seed grain to be supplied to farmers in the crop failure areas of the United States, said amount to be expended under rules and regulations prescribed by the Secretary of Agriculture, has been passed by the Senate.

H. J. Resolution 7, to amend section 2 of the joint resolution to authorize the operation of Government-owned radio stations for general use, has been sent to conference.

Report No. 408, part three, of the Joint Commission of Agricultural Inquiry, covering the subject of transportation has been ordered to be printed.

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The State Department of Agriculture and the State Markets and Warehouse Department, Austin, Tex., in working out a detailed program for a State radio market-news service, plan to pay the cost of sending the Government market reports by commercial wire from Kansas City, Mo., to Austin. This arrangement is due to a lack of Federal leased-wire facilities in the State of Texas. These reports, together with local reports, will be disseminated from a high-powered radio telephone set installed at the University of Texas, Austin. All sections of the State will be able to receive these reports. The State marketing agencies have enlisted the aid of the Chambers of Commerce and the newspapers in the different towns in bringing this news service to the attention of the agricultural interests.

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Several of the addresses given at the Farm and Home Week at the Kansas State Agricultural College, Manhattan, Kans., the early part of February, dealt with different phases of the marketing problem. L. D. H. Weld, author of the volume entitled, "The Marketing of Farm Products," and now in charge of the Commercial Research Department, Swift & Co., Chicago, gave an address on the subject, "The Consumer's Side of the Marketing of Live Stock." S. D. Gromer, Head of the Department of Rural Economics, University of Missouri, spoke regarding agricultural conditions from the standpoint of the farmer, and W. M. Jardine, President of the Kansas State Agricultural College, discussed prices of farm products.

## RESPONSIBILITIES OF THOSE WHO EMPLOY AGENTS

The case of Barnett Brothers v. Lynn et ux., 203 Pac. 389, decided by the Supreme Court of Washington on January 13, 1922, involved the liability of certain members of the Peach Fruit Growers' Company on a contract entered into by it with plaintiff. The facts of the case are these:

A meeting of the members of the Company or Association was held for the express purpose of receiving offers for the fruit grown by defendants and others. The offers of plaintiff, a corporation, made through its agent were satisfactory to the members of the Association and they authorized the officers of their Association to enter into a contract with plaintiff in accordance with the offers made by it. The members of the Association sued in this case delivered a part of their fruit crop to plaintiff, in accordance with the contract, and then disposed of the balance elsewhere. Plaintiff brought suit against the members to recover the amount which it would have made on this fruit if defendants had delivered it as called for by the contract. Defendants demurred on the ground that the contract of plaintiff was with their Association, and not with them and that, therefore, they were not liable to plaintiff.

The Supreme Court held that inasmuch as defendants had ratified the contract entered into with their Association by delivering a part of their fruit thereunder, that they could be held liable for such damages as plaintiff had suffered. In this connection, the Court said, "If a principal not disclosed by a contract made by and in the name of his agent subsequently claims the benefit of the contract, it thereby becomes his own to the same extent as if his name had originally appeared as the contracting party."

It should be noted that the defendants in this case were held liable not because they were members of the Association, but because the Association was acting as their agent.

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The data collected from the survey made by the Federal Bureau of Markets and Crop Estimates of the cost of selling meats through retail stores are analyzed in a preliminary report and summary recently issued in mimeographed form. The report sets forth the most outstanding facts obtained from the complete surveys made in thirty cities of the country, including Hartford, Conn.; Pittsburgh, Pa.; Des Moines, Iowa; Raleigh, N. C.; Birmingham, Ala.; and Los Angeles, Calif.; and from the partial surveys conducted in New York, Baltimore, Chicago, Memphis, New Orleans, and San Francisco. Cost figures were collected from 3,507 retail meat stores, including 214 individual markets doing a business in 1918 of over twenty-four million dollars, and 216 branch stores in 17 chain systems doing a business of over eighteen million dollars. In the case of 400 stores, complete accounts were analyzed for 1918 and supplementary studies were made for 1921. From data obtained from 77 individual markets it was possible to determine the actual cost of delivering meat.



As a result of a conference of State marketing men at Cumberland, Md., February 25, the tentative peach grades suggested by the Federal Bureau of Markets and Crop Estimates will be tried out this season in some of the larger orchards in the Virginia, West Virginia and Maryland peach section. Among those taking part in the conference were: W. H. Somers, Chief, West Virginia Bureau of Markets; F. B. Bomberger, Specialist in Marketing, Maryland State College of Agriculture; S. B. Shaw, Extension Specialist, Maryland State College of Agriculture; Porter R. Taylor, Acting Director, Pennsylvania Bureau of Markets; Douglas S. Dilts, Specialist in Standardization, New Jersey Bureau of Markets; and H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates. It was agreed that a representative of the Maryland State College of Agriculture and a representative of the Federal Bureau should be in the field during the peach shipping season to assist in the interpretation of the tentative grades.

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"Wool Conditions Throughout World Approach Pre-War Basis" is the title of an eight-paged mimeographed circular just released by the Federal Bureau of Markets and Crop Estimates. Detailed figures are given as to the stocks of wool in the large producing countries for August 31, 1919, 1920, and 1921, and for December 31, 1921. Data are also given for the average annual pre-war production and the production for 1920 and 1921 for all countries that are factors in the wool industry. Prices are given for several types and grades of wool for December of 1900, 1910, 1919, 1920 and 1921. A limited number of copies of the circular are available for distribution.

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A bill has been introduced in the Massachusetts Legislature, now in session, "relative to fixing and promulgating grades and standards for Massachusetts onions, and to employ inspectors in connection therewith." A similar bill calling for the fixing and promulgating of standard grades for tobacco has also been introduced.

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Cooperative marketing of farm produce was a subject featured at a school for farmers and farm women held in Stanly County, N. C., one week last month under the direction of the county agent and extension workers from the Department of Agricultural Economics, State College of Agriculture, Raleigh, N. C.

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The faculty of the Agricultural and Mechanical College, Stillwater, Okla., is considering the matter of offering a course leading to the degree of Bachelor of Science in Marketing.

Awaiting the installation of a powerful radio transmitting set, the State Marketing Bureau, Jefferson City, Mo., is using a small set from which market news can be flashed over the State by either radio-phone or radiograph. According to the market reporting program, tentatively outlined by the State Bureau, releases are made each morning of the early live-stock markets, followed by a more complete report of the St. Louis and Kansas City live-stock markets. The material for these reports is obtained from the drop of the Federal leased wire recently installed in the Jefferson City office. Considerable fruit and vegetable information, including the potato shipping-point reports and the potato market reports from all stations using the leased wire, and the Chicago and New York City dairy-products reports, with the exception of cheese, are also copied from the leased wire. This information is also used as the basis for news stories released to newspapers and other publications.

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The Market News and Exchange Bulletin, issued by the Division of Markets and Marketing, Columbus, Ohio, in the February 18 number, contains a brief discussion of the subject, "Marketing and High Taxes." The editor of the Bulletin says among other things, "It is the farmer who is seeking and should be given such a readjustment as will relieve him from high freight rates and high taxes on one hand, while giving an increased price for the products of his toil on the other."

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"Keep Eggs Clean" is the slogan which the Division of Dairy and Poultry Products, Federal Bureau of Markets and Crop Estimates, is using in an effort to interest egg producers in establishing a reputation for best quality eggs. A one-paged mimeographed circular has been prepared by the Division on this subject, and the advantages of standardized practices are summed up as follows: "Quality Eggs Quality Packed Command Highest Prices."

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"Better Poultry Week" was observed in Stanly County, N. C., February 20-24. Community meetings were held where talks and demonstrations were given in culling, candling and packing eggs. A. G. Oliver, State Poultry Club Agent, State College of Agriculture, Raleigh, N. C., assisted the county agent in instructing the farmers in the approved methods of producing and marketing eggs.

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Copies of a circular entitled, "Construction and Operation of a Very Simple Radio Receiving Equipment" can be obtained on request from the Federal Bureau of Markets and Crop Estimates, Washington, D. C.



An examination is announced by the U. S. Civil Service Commission, Washington, D. C., for the purpose of filling a vacancy in the position of Agricultural Statistician in the Crop Reporting Service of the Federal Bureau of Markets and Crop Estimates in Mississippi. Persons passing the examination will also be eligible for appointment in case of vacancies in Alabama or Louisiana. The salary range for this position is from \$2,000 to \$3,600 a year. Applicants must have graduated with a degree from a college or university of recognized standing, except that two years of statistical experience may be accepted as a substitute for each of the last two years of such college course. In addition, applicants must show that they have had three years of experience in practical farming. The age limits for applicants are twenty-five to forty.

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The cotton classing and marketing service conducted cooperatively by the Extension Division, Agricultural and Mechanical College, College Station, Tex., and the Federal Bureau of Markets and Crop Estimates, has been able during the present season to save the farmers of Texas approximately \$500,000 or \$10 a bale. Twenty branch offices of the service have handled 50,000 bales of cotton since July 1, 1921. It is stated that these classing offices located in different parts of the State have been an indirect influence in causing local buyers to pay higher prices for cotton.

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Chris Lauriths Christensen, who holds a Fellowship with the American-Scandinavian Foundation and is studying "Cooperative Agriculture in Denmark" at the University of Copenhagen, recently spent a month in Norway studying the economic phases of agriculture. Mr. Christensen, who is a graduate of the University of Nebraska, is greatly interested in agricultural economic problems as found both in America and Europe.

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A "per bale" check is being made of the cotton in the warehouses in the Southwestern territory licensed under the United States Warehouse Act. The check is for the purpose of making sure that the cotton covered by all outstanding warehouse receipts is actually in the warehouses issuing the receipts.

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Field stations for the collection and dissemination of market news on vegetables, are soon to be opened by the Federal Bureau of Markets and Crop Estimates at Laredo, Tex., and Hastings, Fla. The Laredo station will issue reports on onions, and the Hastings station on early potatoes.

C. M. White, Chief, State Division of Markets, Augusta, Me., while attending the annual meeting of the New England Fruit Show, served on a special committee to devise ways and means for making the show of direct benefit to the fruit interests of New England. The committee suggested, among other things, the stressing of the commercial pack of apples both in barrels and boxes. It also recommended the offering of such prizes as would encourage fruit growers' associations and individual growers to prepare special exhibits.

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W. A. Sherman, Specialist in Charge, Fruit and Vegetable Division, Federal Bureau of Markets and Crop Estimates, is on a three weeks trip to points in Pennsylvania, Ohio, Indiana, Illinois, Missouri, Iowa, Minnesota, and Wisconsin, where he will confer with field representatives of the Fruit and Vegetable Division and also attend and address meetings of State poultry, butter and egg associations at Indianapolis, Ind.; Peoria, Ill.; Kansas City, Mo.; Des Moines, Iowa; and Rochester, Minn.

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W. A. Wheeler of the Federal Bureau of Markets and Crop Estimates, represented the United States Department of Agriculture in the conference, the last of February, called by the Department of Commerce at the request of the President, for the purpose of considering the development and control of radio telephones for commercial use.

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S. J. Dennis, Refrigeration Technologist, Federal Bureau of Markets and Crop Estimates, left February 25 for a short trip to Lewiston and Augusta, Me., to confer with storage men and extension specialists on matters pertaining to the home storage of fruit.

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Douglas S. Dilts, Specialist in Standardization, New Jersey State Bureau of Markets, Trenton, N. J., was in Washington, February 25, to confer with the standardization specialists of the Federal Bureau of Markets and Crop Estimates.

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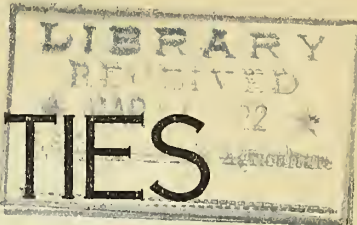
G. P. Warber, Specialist in Agricultural Economics and Marketing, Virginia Polytechnic Institute, Blacksburg, Va., is giving a course this term in "Agricultural Prices." Twenty-three students are enrolled in the course.

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R. H. ELSWORTH,  
Specialist in Market Extension,  
Division of Cooperative Relations.



# MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

March 8, 1922.

Vol. II, No. 10.

## PRICE TREND OF AGRICULTURAL PRODUCTS

The Extension Service, New York State College of Agriculture, Ithaca, N. Y., through its monthly periodical Extension Service News, is disseminating information regarding the price trend of agricultural products both for New York State and the United States. The prices paid to New York farmers for twenty-one selected products have been tabulated, also the prices paid by New York farmers for bran and cottonseed meal. Index numbers have been determined for these prices, the average prices of the five years from December, 1909, to December, 1914, being used as a basis. The index numbers indicating the purchasing power have also been determined for each product. The price figures for the United States are the weighted averages for 31 farm products and the weighted average purchasing power. The figures for the United States as a whole are given by months since June, 1921.

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An "Extension Sweet Potato Policy" has been prepared by the committee consisting of horticultural, marketing and transportation representatives appointed at the recent annual conference of extension workers in North Carolina. Among other things, growers are advised to avoid excessive production until they have developed the local markets. The storage house is made a basis of all marketing extension work. Communities are urged to develop the storage industry on a conservative basis, increasing their storage houses only as their experience with production, storage and marketing problems makes it advisable.

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The first formal complaint under the Packers and Stockyards Act has been issued against 110 live-stock commission firms, order buyers, dealers and traders at the St. Louis National Stockyards. These firms and individuals, it is alleged, have refused to do business with independent commission companies, not members of the St. Louis Live-Stock Exchange, and they are directed to show cause why an order should not be issued against them. The hearing is set for March 20 at East St. Louis, Mo.

## LIABILITY OF COOPERATIVE ASSOCIATIONS FOR INCOME TAXES

Among the recent rulings of the Treasury Department relative to Federal income taxes is one with respect to the liability of cooperative associations for such taxes. The ruling in its entirety is as follows:

"(a) Cooperative associations, acting as sales agents for farmers, fruit growers, dairymen, etc., and turning back to them the proceeds of the sales, less the necessary selling expenses, on the basis of the produce furnished by them, are exempt from income tax. Thus cooperative dairy companies, which are engaged in collecting milk and disposing of it or the products thereof and distributing the proceeds, less necessary operating expenses, among their members upon the basis of the quantity of milk or of butter fat in the milk furnished by such members, are exempt from the tax. If the proceeds of the business are distributed in any other way than on such a proportionate basis, or if the association deducts more than necessary selling expenses, it does not meet the requirements of the statute and is not exempt. The maintenance of a reasonable reserve for depreciation or possible losses or a reserve required by State statute will not necessarily destroy the exemption. A corporation organized to act as a sales agent for farmers and having a capital stock on which it pays a fixed dividend amounting to the legal rate of interest, all of the capital stock being owned by such farmers, will not for that reason be denied exemption.

"(b) Cooperative associations organized and operated as purchasing agents for farmers, fruit growers, dairymen, etc., for the purpose of buying supplies and equipment for the use of members and turning over such supplies and equipment to members at actual cost, plus necessary expenses, are also exempt. In order to be exempt under either (a) or (b) an association must establish that it has no net income for its own account. An association acting both as a sales and purchasing agent is exempt if as to each of its functions it meets the requirements of the statute."

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Consideration is being given to the possibilities of cooperation between the State marketing bureaus of Minnesota and North Carolina in the matter of inspecting and reporting on carlot shipments of produce from Minnesota into territory covered by the fruit and vegetable inspectors of the North Carolina Division of Markets, Raleigh, N. C.

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The Federal Food Products Inspectors at New York City report having recently been called upon to inspect 6,000 boxes of Chilean peaches. The peaches were a white cling-stone variety measuring from 2-1/2 to 2-3/4 inches in diameter, and although they had been from 20 to 23 days in transit, they were in fair condition.



## CHICAGO CONFERENCE OF EXTENSION SPECIALISTS

The nine North Central States, Indiana, Illinois, Kansas, Kentucky, Michigan, Minnesota, Missouri, Ohio, and Wisconsin, were represented at the conference of specialists in Animal Husbandry and Marketing at Chicago, March 2, 3 and 4. Among the marketing men who took part in the various sessions were, Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates; Hale Tennant, Marketing Specialist, Michigan Agricultural College; J. M. Mehl, United States Grain Growers, Inc.; C. Larson, Illinois Agricultural Association; O. B. Jesness, Chief, Section of Markets, University of Kentucky; W. F. Handschin, Vice Director, Extension Service, University of Illinois; F. W. Peck, Director of Agricultural Extension, University of Minnesota; Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin; E. L. Rhodes, Kansas State Agricultural College; John Sheay, Extension Assistant Professor in Marketing, University of Missouri; and B. A. Wallace, Extension Agent in Marketing, Ohio State University.

A. W. Hopkins, Chairman, Department of Agricultural Journalism, University of Wisconsin, discussed publicity matters. A. B. Graham, In Charge of Specialists, States Relations Service, United States Department of Agriculture, discussed methods for reaching 80 per cent of the farmers by extension methods.

A dinner and smoker, at which Dr. Taylor presided as toastmaster, was held the second evening of the conference.

The central feature of the conference was that subject matter was continually in the foreground and methods were discussed from the standpoint of putting over specific lines of action rather than discussing methods in the abstract. Furthermore, the dominant feeling in the meeting was that when the materials secured by research in the college or in the department are taken to the farmer they must be knit together so that the work of the live stock man, the crop man, and the farm management man will be presented as a unified whole, instead of separate segments that the farmer has to put together.

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## WESTERN VS. EASTERN EGG MARKETING POLICIES

In explaining why Western eggs often command a higher price on Eastern markets than those produced in near-by territory, the marketing officials of Connecticut attribute the main cause to the better marketing organizations which exist among the producers and shippers of Western eggs. Through cooperative effort they are able to furnish a regular supply of eggs of uniform quality, thus saving the commission man from handling a fluctuating quantity, as is often the case when depending upon eggs from the Eastern poultry plants. The Connecticut marketing officials conclude that Eastern eggs will not maintain the premium position on Eastern markets which their quality warrants unless poultrymen in near-by producing sections develop up-to-date methods for marketing as they have done for production.

## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

A circular entitled, "Proposed Changes for Hard Red Spring and Other Wheat Grades" was issued on March 4 by the Secretary of Agriculture of the United States. The circular contains suggestions made in connection with requests for changes in the Federal wheat grades, these being based largely upon the investigations conducted last summer under the direction of the Secretary by L. A. Fitz of the University of Kansas, and John Lee Coulter, now President of the North Dakota Agricultural College. The Secretary invites grain inspection departments, organizations of millers, grain dealers, farmers and others having a direct concern with the marketing of wheat to let him have in writing not later than March 23, statements of their views, with the reasons for or against the various suggestions.

"Organizing and Operating Cooperative Live-Stock Shipping Associations" is the subject of Extension Bulletin No. 85 issued several months ago by the Extension Service of the Iowa State College of Agriculture and Mechanic Arts, Ames, Iowa. E. G. Nourse, Professor of Agricultural Economics, and Frank Robotka, Agent in Marketing, prepared the material for the bulletin.

"Rural Organization, Handbook for Texas Extension Workers" is the title of a recently published bulletin issued by the Extension Service of the Agricultural and Mechanical College in Texas, College Station, Tex. The manuscript was prepared by Robert R. Lancaster, Rural Organizer.

"Sweet Potato Storage" is the subject of Circular C-18 just published by the Extension Service of the Agricultural and Mechanical College of Texas, College Station, Tex. E. A. Miller, Sweet Potato Storage Specialist, is author of the circular.

"Foreign Crops and Markets" is the title of a weekly mimeographed circular issued by the Federal Bureau of Markets and Crop Estimates. This new circular takes the place of the semi-monthly "Foreign Crop and Live Stock Report" which has been issued since April, 1919.

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Suggestions for the preparation of the Arkansas cucumber crop for market have recently been prepared by C. Woolsey, Horticulturist, Extension Service, College of Agriculture, Little Rock, Ark. He urges the use of the tentative grades formulated by the Federal Bureau of Markets and Crop Estimates, and also the use of standard containers.

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Two marketing subjects are included in the repertoire of W. D. McKee, special fieldman for the Missouri State Board of Agriculture, Jefferson City, Mo. The titles of these addresses are, "A B C's of Co-operation," and "Marketing of Farm Products."



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3204, by Mr. McNary of Oregon, and H. R. 10628, by Mr. Summers of Washington, to authorize the Secretary of Agriculture to establish and recommend approved trading rules and business practices for handlers of and dealers in farm products, to provide for a system of adjustment of disputes, and for other purposes.

S. 3205, by Mr. McNary of Oregon, and H. R. 10627, by Mr. Summers of Washington, to authorize the Secretary of Agriculture to establish for farm products uniform standards of classification, an inspection service, a market news service, and for other purposes.

S. 3220, by Mr. Harris of Georgia, to amend section 2 of the United States warehouse Act, approved August 11, 1916.

S. 3228, by Mr. Nicholson of Colorado, to amend the War Finance Corporation Act approved April 5, 1918, as amended.

H. R. 10613, by Mr. Larsen of Georgia, to extend provisions of the War Finance Corporation Act so as to continue operations until July 1, 1923.

Bills and resolutions upon which action was taken during the week:

S. 2897, a bill to appropriate \$5,000,000 for the purchase of seed grain to be supplied to farmers in the crop failure areas of the United States, said amount to be expended under rules and regulations prescribed by the Secretary of Agriculture, has been reported out of the House Committee on Agriculture with an amendment which cuts the appropriation to \$2,000,000.

The Attorney General has reported to the Senate under S. Res. 211 with regard to the carrying out of the packers' consent decree.

The report of the National Agricultural Conference, which met in Washington from January 23 to 27, 1922, was ordered to be printed as a public document.

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All phases of the sweet potato industry were given consideration at a sweet potato school for county agents held at Rocky Mount, N. C., February 16 and 17, under the direction of the Extension Service of the North Carolina State College of Agriculture, Raleigh, N. C. "Production," "Storage and Marketing," and "Development of the Industry" were the main subjects around which the discussions centered. A grading and packing demonstration was also a feature of the program.

### RADIOPHONE RECEIVING BLANKS SUPPLIED BY STATE MARKETING BUREAU

Blank forms for recording the radiophone market reports that are broadcasted daily by the Missouri State Marketing Bureau, Jefferson City, Mo., are being furnished free by the State Bureau to wireless operators who are within the radius covered by the messages. It has been found that by using these blanks it is much easier to copy accurately the various reports. The tentative schedule which the State Bureau has worked out for sending the market reports is as follows:

9:30 a.m. Opening hog market. Estimates live-stock receipts. Shipping-point information on fruits and vegetables. Opening Kansas City grain market.

11:30 a.m. St. Louis, Kansas City and Chicago live-stock markets. Kansas City grain market. Butter and egg markets.

2:00 p.m. Closing Kansas City cash grain market. Fruit and vegetable markets.

5:00 p.m. Marketgram, including hay, feed, cotton, grain, etc.

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### COOPERATIVE MARKETING OF BURLEY TOBACCO

In a recent statement regarding the cooperative marketing association formed for the handling of burley tobacco, T. P. Cooper, Dean, Kentucky State College of Agriculture, Lexington, Ky., said in part: "Fifty-five thousand growers have signed up, controlling about 80 per cent of the burley crop..... Our own bankers and business men have put up over \$5,000,000 for advances to growers and the War Finance Corporation has lent \$10,000,000 ..... Fifty-two grades have been established for tobacco and these grades are made the basis for loans. Not only have experts been employed to do the grading work, but the graders have been put through a school so as to ensure the use of uniform methods."

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Much interest is shown in the wool grading demonstrations being given in Colorado under the direction of W. F. Heppe, Extension Agent in Marketing, Fort Collins, Colo., and W. E. Doble, Assistant in Marketing Wool, Federal Bureau of Markets and Crop Estimates. At the meeting held recently at Durango, 25 to 30 growers were present, most of whom had come a distance of 65 miles, and one of whom had come 125 miles, in order to learn the approved methods of grading and marketing wool. Four wool growers from New Mexico also attended this meeting. Active steps were taken to form a wool pool for the San Juan Basin.

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An investigation of the "spread" between the prices of live stock at Utah markets and those at river points, was recently made by W. L. Wanlass, Research Agent in Marketing, Logan, Utah.



### POWDERED MILK PLANTS FOR MAINE DISCOURAGED

The movement to establish powdered milk plants in certain sections of Maine is being discouraged by C. M. White, Chief, State Bureau of Markets, Augusta, Me. In a recent statement regarding the proposed enterprise, Mr. White is quoted as saying: "Those contemplating such a step should think twice before investing much money in such an enterprise, as the experiences with this project in some of the localities where the powdering of milk was started during the war have not been entirely satisfactory. To begin with, it is a new process and the product, according to chemists at Washington, can be kept for a limited time only. Particularly, the powdered whole milk becomes rancid in a comparatively short time, as no method has yet been devised whereby the drying and sterilization is sufficiently thorough to prevent deterioration..... Communication with banks where plants operate bring such replies as, 'Selling price of powdered skim milk is 6-1/2 cents a pound, which is less than the cost of manufacture,' and 'Market for milk solids is such that products made from skim milk cannot be disposed of profitably.'"

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### SUGGESTIONS REGARDING MARKETING CHEESE

In discussing the subject of extension work with producers of cheese, W. D. Saunders, Cheese Specialist, Virginia Agricultural College, says in a recent article in the Extension Division News, Blacksburg, Va., "After several years' work it is my opinion that everything should be done to make sales to large jobbing concerns, and discourage the factories selling to anyone else, excepting only to the local stores within easy reach of the factories. The county agent can do a great deal to influence the factories in this respect and his help is needed."

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The State Department of Agriculture, Columbus, Ohio, in its efforts to protect the farmers in their purchases of feeds and fertilizers recently handled two cases which demonstrate the value of the service. Two cars of cottonseed meal found to be below standard were made the basis of a claim for \$443, which was settled in full by the manufacturers. A refund of \$301 was also made on thirty tons of meat scraps which were unsatisfactory to the purchasers.

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Ten students are enrolled in the course in elevator accounting given this term by the Division of Agricultural Economics, University of Minnesota, St. Paul, Minn., for men desiring to become managers of country elevator companies. Material prepared by the Federal Bureau of Markets and Crop Estimates is used in connection with the practice work of the course.

The question of live-stock statistics was discussed by Frank Andrews, Statistical Scientist, Federal Bureau of Markets and Crop Estimates, and L. M. Harrison, Agricultural Statistician, Phoenix, Ariz., at the meeting of the Arizona Cattle Growers' Association at Globe, Ariz., the latter part of February. The cattlemen asked that the bureau provide them with two forecasts a year, one about the first of January dealing with the probable number of cattle that will be ready for spring delivery and the other about the first of August dealing with the probable number of cattle that will be ready for fall delivery.

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Considerable valuable information relating to the fruits and vegetables sold on the Memphis, Tenn., public market is being issued in connection with the City Market News-Letter prepared by J. H. Tull, Superintendent of Markets, Memphis. Recently there was prepared a tabular summary of home-grown fruits sold on the market last year with the dates during which the different products were on sale. There was also issued a list of the standard varieties of the common popular vegetables for the Memphis territory.

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An act has been passed by the New York Legislature, which provides for the placing of the State Division of Foods and Markets and the Division of Agriculture in the Department of Farms and Markets under the direction of a single commissioner who is given power to reorganize the department. Under the provisions of the act the commissioner will be selected by the Council of Farms and Markets. This law takes effect April 1, 1922.

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Raymond M. Upton, Director, Rehabilitation Division, University of Delaware, Newark, Del., recently visited the Washington office of the Federal Bureau of Markets and Crop Estimates. Mr. Upton is preparing to give a course in marketing and another in cooperation in the near future. While at the bureau he visited the laboratories where standardization work is being conducted in order to study the various methods used.

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The marketing work in South Dakota will be under the direction of F. O. Simonson, who has been with the Department of Agriculture, Pierre, S. D., since its establishment and previous to that time was with the South Dakota Department of Markets.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 15, 1922.

Vol. II, No. 11.

## COLORADO CONDITIONS REQUIRE ADDITIONAL POTATO GRADE

In an effort to meet an insistent demand on the part of potato growers and dealers, the State Division of Marketing, Fort Collins, Colo., has drafted specifications for a new grade for potatoes. These it has submitted for the consideration of producers and those in the trade. This grade, known as "Colorado Grade Combination No. 1 and 2," is expected to provide for stock that is too good to go in the United States Grade No. 2, yet does not meet the requirements of the United States Grade No. 1. The specifications of the proposed grade are as follows:

"Two-thirds of the potatoes in this grade shall meet all requirements of United States Grade No. 1. The remaining one-third shall meet the size requirements of United States Grade No. 1, and shall meet the quality requirements of United States Grade No. 2. In order to allow for variations incident to commercial grading and handling, five per cent, by weight, of the entire lot may be under the prescribed size, and, in addition, six per cent, by weight, of the entire lot may be below the quality requirements of United States Grade No. 2; but not more than one-third of such six per cent, that is to say, not more than two per cent by weight of the entire lot, may have the flesh injured by soft rot."

It should be noted in this connection, that this does not provide any tolerance in the two-thirds which shall meet all requirements of United States Grade No. 1. The entire tolerance applies only to the remaining one-third of the lot.

## STUDY OF COOPERATIVE STORES DISTRIBUTING FARM SUPPLIES

An agreement has been entered into by the New York State College of Agriculture, Ithaca, N. Y., and the Federal Bureau of Markets and Crop Estimates, which provides for a joint study of the organization, financing, management, location, equipment, size of business and other important factors involved in the operation of selected cooperative stores and warehouses engaged in the distribution of farm supplies. It is proposed to visit the selected enterprises twice each year and to have the books audited by a certified public accountant annually. Ronald G. Knapp has been appointed Research Agent in Marketing and will be the joint representative of the cooperating parties. Mr. Knapp is a graduate of the Cornell University with the B.S. and M.S. degrees.

POWER OF AGENT IS THAT CONFERRED

In Steelman vs. Oregon Dairymen's League, Inc., (192 Pac. 790) the plaintiff was the holder of 24 shares of capital stock of the defendant corporation. He entered into a contract with the defendant to consign milk produced by him to parties designated by the defendant and the defendant agreed to collect all moneys due him on such consignments and pay the same to him less the commission for services as agent of 5 cents per hundred weight of milk. Later a regular purchaser of milk refused to accept delivery of a large quantity which was then disposed of at less than the contract price. Owing to the loss thus sustained by the producers of this milk the League made deductions from the amount due the plaintiff for his share of the loss referred to. All the plaintiff's milk was accepted and the League received pay therefor. He then brought suit to recover the entire sale price of his milk less the commission charge of five cents per hundred. The court held that he could recover and in doing so said:

It was competent for the plaintiff as an individual, irrespective of his holding stock in the defendant corporation, to contract with it as effectually and to all intents and purposes as if he had no share of the stock of the defendant. The contract itself is the measure of the rights and liabilities existing between the plaintiff and the defendant as contracting parties.....It was not within the scope of its (defendant's) contract, or of its articles of incorporation or bylaws, as they appear in evidence, to apportion gains and losses among the several stockholders.

This case emphasizes the fact that a cooperative association which is acting as an agent for its members does not have authority, unless conferred in some way, to adjust losses between members.

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The Bureau of Cooperative Associations of the State Department of Farms and Markets, Albany, N. Y., is completing its annual survey of consumers' cooperative associations. Under the New York State law, all such associations must submit an annual report to the State Department of Farms and Markets. Many of the consumers' cooperative associations report great progress during the past year. In New York City alone, five of the leading cooperative associations did in the aggregate over a million dollars worth of business during 1921; and all of these, with one exception, made fair net returns.

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The hearing on the complaint against members of the St. Louis Live Stock Exchange, order buyers, dealers and traders in that market, charged with having boycotted independent commission companies not members of the Exchange, has been postponed by the Secretary of Agriculture from March 20, to April 3.



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3231, by Mr. Overman of North Carolina, to authorize and direct the Secretary of Commerce to collect and publish semiannually or oftener statistics concerning the production and consumption of cotton and its by-products.

H. R. 10743, by Mr. Sanders of Texas, to prevent the sale of cotton in future markets.

H. R. 10818, by Mr. Knutson of Minnesota, to create the American stabilizing commission and to provide for stabilizing the prices of certain farm products.

H. R. 10837, by Mr. Clague of Minnesota, to amend section 405 of an act to regulate interstate and foreign commerce in live stock, live-stock products, dairy products, poultry, poultry products, and eggs, and for other purposes, approved August 15, 1921.

Bills upon which action was taken during the week:

S. 2897, the seed loan bill, has been passed by the House carrying an appropriation of \$1,000,000 with a proviso that not more than \$20,000 may be used by the Secretary of Agriculture in the administration of the act.

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A study of the cooperative elevators of Iowa is being made by the Agricultural Economics Department of the Iowa State College of Agriculture, Ames, Iowa. The survey of the elevators is completed and the work of tabulating the data collected, well under way. It is expected that bulletins giving a report of the study will be issued similar to those recently issued in connection with the study of the live-stock shipping associations.

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The Marketgrams, prepared by the Federal Bureau of Markets and Crop Estimates and transmitted daily over the leased wire, are sent out twice a week by the State Division of Marketing, Columbus, Ohio, to approximately four hundred papers in the State.

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The School of Commerce and Marketing of the Agricultural and Mechanical College, Stillwater, Okla., is offering courses in "Market Organization," "Foreign Commerce," and "Retail Selling."

## EXTENT OF COOPERATIVE PURCHASING AND MARKETING IN UNITED STATES

The revised figures concerning cooperative marketing and purchasing through farmers' organizations as compiled for 1919 are given in Table No. 60 of the Summary for Agriculture, just issued by the Bureau of the Census, Washington, D. C. These figures show that nearly eight per cent of all farms reported cooperative selling, that the total sales amounted to \$721,983,639, or an average of \$1,412 for the farms selling cooperatively.

Slightly over five per cent of the farms reported cooperative buying, with total purchases amounting to \$84,615,669, an average of \$257 a farm.

The amount of cooperative selling and buying differs greatly for the various States. In Minnesota nearly 44 per cent of the farms reported cooperative selling to the amount of \$82,760,459. Some of the other States with high percentages were: South Dakota, 27.1; Nebraska, 26.2; Wisconsin, 22.6; North Dakota, 22.4; California, 21.9; Michigan, 21.4; Kansas, 20.4; and Iowa, 20.3. California had the greatest gross sales, these amounting to over \$127,990,000.

Cooperative purchasing was most popular with the farmers of Nebraska. In this State cooperative purchasing was reported in connection with 22 per cent of the farms. The total purchases amounted to \$9,660,107. Kansas' purchases amounted to about three thousand dollars more than those for Nebraska but only 19.6 per cent of the farmers reported having made purchases. Some of the other States with relatively high percentages were: South Dakota, 18.4; Minnesota, 16.6; North Dakota, 16.2; Iowa, 15.2; and Wisconsin, 11.5.

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### CLUB BOYS INTERESTED IN MARKET NEWS BY WIRELESS

To broadcast market reports is the first of the six ambitions of the Ocean County Wireless Club organized under the leadership of the Boys' and Girls' Club department of the New Jersey Extension Service, New Brunswick, N. J. The wireless club is a 56 boy-power enterprise. These boys who represent 11 communities, are rapidly making market reports available to the farmers of Ocean County. The February issue of New Jersey Agriculture contains an illustrated article dealing with the activities of the club. The half-tone cuts show various members of the club at their wireless instruments. One picture shows the outfit of a club member who is well prepared to forward the ambitions of the club.

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Tentative grades for barley have been prepared by the California Department of Agriculture, Sacramento, Calif., and submitted to the trade for trial during the coming season. The grades are issued under the grain standardization act passed at the last session of the State legislature, but the law does not make their use compulsory. It is the hope of the Department, however, that a number of farmers and dealers will be interested in giving the proposed grades a trial.



### GRADES FOR OHIO APPLES PROPOSED

Grades for apples commercially packed and shipped are to be established in Ohio. At a recent meeting of growers and shippers and specialists of the Experiment Station and the Extension Service of the Ohio State University, Columbus, Ohio, grade specifications for a few standard varieties of apples were proposed. The grades for barreled stock will be designated as, No. 1, or Extra Fancy; No. 2, or A Grade; No. 3, or Special Grade.

Fruit to be classified as Extra Fancy must be hand-picked, free from blemish, and of size, shape and color characteristic of the variety. The larger apples are not to vary over a half-inch in diameter, and the smaller ones, no more than a quarter-inch in diameter. Only 5 per cent, by weight, can depart from these requirements.

Slight disfigurements, such as limb rubs, spray-burn spots and healed-over insect stings, are permitted in Grade A. A 10 per cent tolerance is allowed in this grade.

No. 3, or Special Grade, has the same requirements as Grade A, except that there are no color requirements and 15 per cent tolerance is allowed.

The principal counties where apples are produced and packed in carlots will give these grades a trial this season, and it is hoped that the uniform grading practices will encourage the consumption of home-grown fruit in the larger cities of the State.

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### POTATO GRADING URGED IN NORTH DAKOTA

The committee, appointed by Dr. John Lee Coulter, President of the North Dakota Agricultural College, Agricultural College, N. D., to investigate the marketing of potatoes in North Dakota, recently reported before a meeting of potato growers at Minot, that after examining 38 cars of potatoes shipped from a district in the western part of the State, it was estimated that at least 7 per cent of the freight charges was paid on culls and dirt. It was further stated, "This 7 per cent does not represent all the loss by any means because the culls bring down the grade and destroy a lot of good potatoes while in transit." The desirability of reducing freight charges by shipping only a good grade of potatoes was emphasized. The 450 or more growers attending the meeting voted to form an association to market their produce according to grade specifications.

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Millers are becoming more exacting in the matter of the grade of wheat they are receiving. The State grain inspectors, Raleigh, N. C., report that an increased number of samples of wheat have been sent to them recently for examination, indicating that the millers seem to be desirous of using the grade determined by the State inspectors in making settlement with shippers from various non-inspection points.

## COURSE IN ECONOMICS OF MARKETING FARM PRODUCTS

A course in the Economics of Marketing Farm Products will be given during the spring term at the North Dakota Agricultural College, Agricultural College, N. D., by C. E. Miller, Chairman of the Department of Agricultural Economics. This course will deal with marketing institutions, functions, routes, costs, methods of purchase and of sale, problems of inspection and grading and related economic development. It will include a study of the elements in the present system which have stood the test of time and those which have failed. Each student taking the course will be required to work out an original marketing problem.

Two graduate students are working upon marketing problems. One is making a special study of the laws relating to the marketing of wool, eggs, potatoes and live stock.

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## STANDARDIZATION OF POTATO VARIETIES IN MINNESOTA

Largely as a result of the standardization work conducted by the Extension Division of the University of Minnesota, the farmers of Pine County, Minn., are directing their efforts toward the selection of but one or two varieties of potatoes for future plantings. It is expected that by so doing it will be possible to load and ship cars containing but a single variety and that in consequence higher prices will be obtained than those which have prevailed in the past for potatoes of mixed varieties.

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The proposed new official cotton standards of the United States are being demonstrated to cotton merchants in some of the large cities in the cotton-producing section of the country, by F. W. Knight, Specialist in Cotton Classing, Federal Bureau of Markets and Crop Estimates. These demonstrations are being conducted in order to obtain the views of the cotton trade on the desirability of adopting the proposed changes.

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A total of 447 sets of the tentative wool grades had been distributed by the Federal Bureau of Markets and Crop Estimates, on the first of March. Most of these had been placed in forty-five of the forty-eight States, the largest number in any one State going to Missouri. Two sets had been sent in response to requests from Canada, four had been sent to Argentina, and one each to Poland and Japan.

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A cooperative marketing law has been passed by the General Assembly of Virginia and signed by the Governor of the State.



## FEDERAL MEN GO TO EUROPE FOR AGRICULTURAL STATISTICS

The agricultural situation in England, Ireland, France, Spain, Portugal, Italy, Switzerland, Germany, Belgium, Holland, Austria and Denmark, as it relates to American production and marketing will be studied by Nat C. Murray, Chief Statistician, Federal Bureau of Markets and Crop Estimates, and L. C. Gray, Agricultural Economist, Office of Farm Management and Farm Economics, who leave about April 1 for a three months' trip to these countries. Information relative to the present and prospective production, supply and demand, as well as marketing and distribution of certain agricultural products, will be secured. Crop-reporting methods in foreign countries will also be investigated. Mr. Murray and Dr. Gray will attend the biennial meeting of the International Institute of Agriculture at Rome, May 8.

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In response to the request of a growers' association in Florida, Robert Bier, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Markets and Crop Estimates, is studying the possibility of formulating grades for peppers. He reports that the Wauchula Truck Growers' Association, Wauchula, Fla., has decided to use the grades recommended by the Federal Bureau in marketing the products handled by the association which this season is operating four packing houses.

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Hugh J. Hughes, Director, Division of Markets, St. Paul, Minn., has contributed a short article, entitled, "From the Great Lakes to the Sea - What the St. Lawrence Ship Canal Means to the Farmers of the Corn Belt," to the February 24 issue of Wallaces' Farmer. Mr. Hughes has treated the subject as a problem in arithmetic, attempting in this manner to set forth the reasons why farmers of the Middle West are favoring this means of transporting their farm products to distant markets.

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In order to assist in working out plans and methods for marketing dairy and poultry products more efficiently and economically, R. C. Potts, Specialist in Dairy Products, Federal Bureau of Markets and Crop Estimates, has been conferring with representatives of producers' dairy and poultry marketing associations, and officials of State Departments of Markets and with College extension specialists in Wisconsin, Minnesota, Iowa, Missouri and Michigan.

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C. A. McNabb, Agent in Marketing, State College, N. M., is endeavoring to interest the large sheep owners in New Mexico to use power machinery for shearing the 1922 clip. Mr. McNabb believes that by the use of such machinery the wool will be in better condition for market.

W. Mackenzie Stevens, Assistant in Cooperative Marketing, Federal Bureau of Markets and Crop Estimates, who has been conducting field investigations in several of the Corn-Belt States in connection with the marketing of live stock, will soon proceed to Michigan to assist the marketing specialists of the Michigan Agricultural College, East Lansing, Mich., in developing the live-stock marketing work in that State. Mr. Stevens will also make a general survey of the large cooperative marketing organizations operating in Michigan.

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Gustav P. Warber, Specialist in Agricultural Economics and Marketing, Virginia Polytechnic Institute, Blacksburg, Va., spent a day recently in the Washington office of the Federal Bureau of Markets and Crop Estimates, obtaining information and material for use in connection with the course in marketing which he is giving. Mr. Warber is doing extension work as well as teaching. Four days each week are spent in the field and two in the class room.

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V. W. Lewis, Specialist in Live-Stock Marketing, College of Agriculture, Raleigh, N. C., reports that the farmers are receiving from 7 to 13 cents more a pound for their wool as a result of the efforts of the Extension Service of the College to demonstrate better marketing methods. Recent sales have brought the farmers 30 cents a pound at shipping point, bags being furnished by the buyers.

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R. H. Black, Federal Grain Inspector, Minneapolis, Minn., spent four days early in March at the North Dakota Agricultural College, Agricultural College, N. D., giving instruction in grain cleaning methods. A large number of students were greatly interested in the demonstrations.

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The Potato Digest, the official organ of the Minnesota Potato Exchange, Minneapolis, Minn., contains an account of an interview with Charles J. Brand, formerly Chief of the Federal Bureau of Markets, on the subject of "National Farm Issues."

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W. L. Wanlass, Research Agent in Marketing, Logan, Utah, has been assisting the fruit growers of the southern part of Utah County in working out better methods for marketing this season's crop.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 22, 1922

Vol. II, No. 12.

## GRAIN GRADING DEMONSTRATIONS TO BE GIVEN IN PENNSYLVANIA

Plans are being developed by the State Bureau of Markets, Harrisburg, Pa., for interesting local grain buyers and shippers in grading grain according to the Federal standards. An automobile is to be equipped with a grain-grading outfit and the various shipping points for grain are to be visited. Demonstrations will be conducted which will show the exact grade of samples drawn from local lots. Local buyers and shippers will then be advised as to how the grain can be treated by such processes as cleaning, fumigating, etc., so as to raise it one or two grades, and thus make possible the selling at a higher price. It is the hope of the Bureau to induce country dealers to buy and ship grain on grade, rather than just as grain.

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The New Jersey State Bureau of Markets, Trenton, N. J., is planning to establish an inspection service in the near future, and in preparation for this has sent Douglas S. Dilts, Standardization Specialist, to Chicago to receive the training for inspectors given by the Federal Bureau of Markets and Crop Estimates. Already the State Bureau has received a request from the Garden State Potato Growers' Association which has just been organized, to have the five hundred carloads of potatoes which it expects to ship this season, inspected and certified to by the State Inspectors.

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Arrangements are nearly completed by the New York Department of Farms and Markets, Albany, N. Y., for extending its market-news service by broadcasting local market reports from Buffalo by radiophone. Plans are also being made to send radiophone market reports from both Rochester and Schenectady.

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Farmers in Connecticut are considering the practicability of increasing their poultry activities this year, and are requesting information from the Connecticut Bureau of Marketing, Hartford, Conn., as to the future market demand for eggs. In the March 15 number of the Connecticut Market Bulletin, "Egg Marketing Probabilities" are briefly discussed.

### PRORATING DIVIDENDS

In McClure vs Cooperative Elevator and Supply Company, (Kan.) 181 Pac. 573, the plaintiff was not only a farmer and a stockholder in the defendant corporation but was also engaged in the grain business. During a certain period he bought 27,937 bushels of wheat from the defendant which had been sold to it by other stockholders. The statute of Kansas under which the defendant was incorporated provided that after the payment of a fixed dividend upon stock that the remainder of its profits should be prorated to its several stockholders upon the basis of their purchases or sales or on both such sales and purchases, and the defendant was organized and operated on this plan.

The plaintiff sued for \$1,084.42, claiming that this was his share of the net profits of the company. The amount sued for was ascertained by using the amount of grain bought by him from the company as a basis for determining the amount claimed to be due him. The Court held that the plaintiff was not entitled to recover, taking the view that, under the statute in question and the plan on which defendant was organized and operated, the purchase of wheat from the company from other stockholders was not such a purchase as was contemplated. It is apparent that if the claim of the plaintiff had been allowed that he would have profited at the expense of the other shareholders as it would have operated to decrease the amount which they received from their grain.

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### QUANTITY OF CONTENTS REQUIRED ON INTERSTATE PACKAGES OF PRODUCE

The United States Department of Agriculture has recently stationed additional inspectors in various Northern markets to observe shipments of produce now coming from the South to ascertain whether all packages of fruits and vegetables are properly marked to show the quantity of contents. This line of work is carried on under the Federal food and drugs act which prohibits misbranding of food and drugs entering the channels of interstate commerce and provides, among other things, that food shall be considered misbranded in the package form unless the quantity of the contents be plainly and conspicuously marked on the outside of the package in terms of weight, measure or numerical count. The Secretary of the Treasury, the Secretary of Agriculture, the Secretary of Commerce and the Secretary of Labor are required to make uniform rules and regulations for carrying out the provisions of the act.

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The Bureau of Markets and Storage, New York State Department of Farms and Markets, Albany, N. Y., is endeavoring to enlist leaders of the poultry and egg trade in New York City, and also editors of trade journals, in a movement to mark properly all products sold as cold storage.



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

H. R. 10873, by Mr. Overstreet of Georgia, to extend rediscount privileges to farm loan bonds, promote their sale, and for other purposes.

H. R. 10940, by Mr. Brand of Georgia, to amend the Federal farm loan act so that actual farmers may borrow money for indebtedness due by them when not incurred for agricultural purposes.

H. R. 10943, by Mr. Lankford of Georgia, to create the "farmers' finance corporation," to provide an efficient method of making loans promptly to farmers, and for other purposes.

H. R. Res. 287, by Mr. Brand of Georgia, directing the United States Department of Agriculture to investigate the possibility of furnishing market prices of cotton by radiophone to the farmers of cotton-growing States.

Bills upon which action was taken during the week:

The conference report on the seed loan bill, No. 2897, has been adopted by both Houses. The bill as finally passed provides a fund of \$1,500,000 and provides that not more than \$20,000 may be used by the Secretary of Agriculture in the administration of the act.

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## GRADES FOR TWELVE SOUTH CAROLINA TRUCK CROPS PROPOSED

Tentative grades for twelve truck crops have been formulated during the past year for South Carolina, under the direction of the Extension Service of the Clemson Agricultural College, Clemson College, S. C. The grades, which in most instances are based upon those proposed by the Federal Bureau of Markets and Crop Estimates, probably will be adopted this season with very few changes. They are for the following crops: cabbage, asparagus, onions, cucumbers, lettuce, celery, beans, tomatoes, peanuts, peaches, cantaloupes, and watermelons. Demonstrations of the tentative grades were given by the marketing specialists before large numbers of truckers, and copies of the grades sent to interested persons for their consideration.

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A representative of the Nebraska Department of Agriculture, Lincoln, Nebr., has been collecting information from the Omaha office of the Federal Bureau of Markets and Crop Estimates to be used in formulating rules and specifications for enforcing a recent law passed by the State legislature governing weights and measures. This law covers the equipment used by the grain dealers throughout the State. Approved grain-grading equipment will be adopted as the State standard.

### MARKETING PROJECT FOR FARM WOMEN PROVES SUCCESSFUL

A marketing project for the women of Berkshire County, Mass., which was started about a year ago under the direction of the home demonstration agent, has developed into a successful enterprise. After a survey of conditions in the county, the home demonstration agent recommended to the women that they capitalize their skill by cooperatively marketing their fruit products and handicraft work. The numerous tourists passing through the county were counted on as prospective buyers.

R. J. McFall, Extension Specialist in Marketing, Massachusetts Agricultural College, Amherst, Mass., advised the women on ways and means of developing the marketing plan. It was decided to sell only a few specialties in jams, jellies, and conserves, and a few in needlework, but to keep the standards high for both lines of work. Committees on arrangements, standards and publicity were appointed.

A "Berkshire County Farm Women's Week" was arranged for and sales were held at three of the leading hotels in the county. During the week more than \$300 worth of goods was sold by the women. Since the sales, an order for \$80 worth of products has been filled and sent to a New York woman who had sampled the products earlier in the season. Plans are already being developed for a bigger and better season this year.

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### FEDERAL GRAIN GRADING METHODS STUDIED

For the past three years, students of the grain-grading class of the College of Agriculture, University of Maryland, College Park, Md., have been required to visit the Baltimore offices of the Federal Grain Supervision in order to observe the Federal methods of grading grain, and from notes taken, prepare theses on the subject, "Grain Inspections and Marketing." Accordingly the class, after having first had a demonstration in grading at the College by Harold Anderson, Grain Supervisor at Baltimore, recently went to Baltimore, where, in addition to visiting the Federal offices, they were shown through one of the large elevators located on the harbor.

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Farmers' Day is being planned by the Extension Service of the University of Maryland, College Park, Md., some time the latter part of May. Exhibits and displays dealing with economy in production and marketing will be especially featured.

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Standard grades for lettuce, based upon the grades proposed by the Federal Bureau of Markets and Crop Estimates, were adopted by growers in Idaho, at a recent organization meeting called by the State Bureau of Markets, Boise, Idaho.



## SWEET POTATO GRADING AND LOADING DEMONSTRATED IN SOUTH CAROLINA

That demonstrational work in grading and loading cars of sweet potatoes has been worth while is evidenced by a report from F. L. Harkey, Agent in Marketing, Clemson Agricultural College, Clemson College, S. C., who states that during the 1920-21 season, sixty cars of sweet potatoes were loaded in South Carolina for northern markets, as compared with three for the preceding year. Most of the shippers knew nothing about grading and packing potatoes for market, nor the approved method of loading and ventilating a car to insure safe arrival at the terminal market. Mr. Harkey and his assistants visited every important shipping point in the State and demonstrated the approved marketing practices. These sixty cars contained 30,000 bushels of potatoes valued at \$39,000, and it is conservatively estimated that because of the demonstrations, shippers were saved \$2,600 in addition to the future benefits that will result. Mr. Harkey has also been demonstrating the grading and loading of other truck crops, particularly watermelons, beans, onions, white potatoes and cucumbers.

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Organizations for the cooperative marketing of farm produce have recently been established in California, according to a statement by the State Division of Markets, Sacramento, Calif. The Walnut Creek Vegetable Growers' Association has adopted a constitution and by-laws, and plans for the marketing of truck crops are being perfected. It is expected to dispose of most of the output in San Francisco and other east bay cities. The melon growers around Turlock have also just completed their organization and are anticipating a successful season. The Northern California Alfalfa Growers' Association is now planning, with the aid of the Division of Markets, its future marketing policies.

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Several of the cooperative marketing associations recently organized in North Carolina are showing profitable results, according to a report from the North Carolina Division of Markets, Raleigh, N. C. The Scotland County Cooperative Cantaloupe Exchange, last season shipped 400 cars of cantaloupes out of the State total of 513 cars. The Tar River Sweet Potato Growers' Association reports that their storage-house stock has been selling at an average price of \$2 a bushel on local markets, while bank-stored stock has had a poor demand at \$1 a bushel.

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Bulletin No. 173 just issued by the State Department of Agriculture and Immigration, Richmond, Va., contains detailed instructions for making a fleece box for the proper handling of wool. The article is illustrated by several drawings which include specifications for the construction of the box.

## GOVERNMENT TO ASSUME CONTROL OF MUNICIPAL MARKET

Control of Center Market, Washington, D. C., will be assumed by the Federal Bureau of Markets and Crop Estimates, on April 1, 1922, under provisions of an act of Congress, approved March 4, 1921. A conference to consider the proposed rules and regulations for the operation and control of the market was held last week and attended by the present occupants of the stands.

In order to bring this municipal market up to the standards attained in other cities, it is proposed to make marked improvements in the sanitary conditions and in the type of service rendered to the patrons, and to this end Bureau officials are earnestly seeking the cooperation of the merchants. Undoubtedly many interesting problems relating to different phases of marketing will present themselves through Government control and study of this market.

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A conference, regarding the establishment of a special market-news service on grapes this coming season, will be held this week in the New York City office of the State Department of Farms and Markets. Porter R. Taylor, Acting Director, Pennsylvania Bureau of Markets, and W. A. Sherman, Specialist in Charge of Fruit and Vegetable Division, Federal Bureau of Markets and Crop Estimates, will be among those attending the conference. While in New York, Mr. Sherman will address the graduate class in marketing at the Teachers' College of Columbia University, on the work and organization of the Federal Bureau.

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In an address on the subject, "Cooperative Dairy Plants and Their Federation," given recently before the New England Conference of Farm Bureaus, E. S. Brigham, Commissioner of Agriculture, Montpelier, Vt., stated that of the one billion pounds of milk produced in Vermont during 1919, 786,000,000 pounds were handled through factories, and 222,700,000 pounds were shipped as fluid milk. Since the State cooperative law went into effect in 1915, thirty-four cooperative creameries and milk plants have been organized. Thirty-two are now operating, the other two not yet having completed their plants.

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The United States Potato Grades, Numbers 1 and 2, will be used by the potato growers of Aroostook County, Me., who have recently organized for the purpose of standardizing the growing, packing and shipping of their crop. The by-laws adopted specify that all potatoes must be graded and sacked on delivery to warehouses or cars, and that bulk shipments are to be discontinued. The ten-peck sack is the standard adopted by the association. Many advantages are expected to be derived from this cooperative effort to ship standardized stock.



## SEED POTATO GROWERS IN NORTH CAROLINA ORGANIZE

An association has been formed in North Carolina, with the assistance of the State Division of Markets, Raleigh, N. C., known as the Mountain Seed Potato Growers' Association, with headquarters at Newland, whose purpose will be to produce a late crop of certified Irish Cobbler seed potatoes for use in the production of the early commercial crop in the coastal sections. The by-laws of the Association, which was incorporated under the 1921 North Carolina cooperative law, require that no stock shall be produced at an elevation less than 2900 feet. Experiments over a period of several years have demonstrated the practicability of using this seed for the coastal crop. In many cases the yields have exceeded those secured by the use of northern-grown seed.

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From July 1, 1921, when the inspection service in Colorado was inaugurated by the State Division of Marketing, Fort Collins, Colo., to March 1, 1922, 13,896 cars of fruits and vegetables were inspected. Of this number, 11,644 cars were potatoes; 3,150, apples; 1,773, cabbage; 372, onions; 140, celery; 147, lettuce; and 1,654, mixed vegetables. Sixteen cars of miscellaneous vegetables, including turnips, cauliflower, etc., were also inspected. The largest number of inspections were made during September and October.

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In order that country grain buyers may be well informed of the several factors considered in grading grain, a small school has been started by one of the Federal grain inspectors in Oklahoma. Instruction is given especially in regard to the maximum heat damage allowed in the different grades. How heat damage can be avoided is also explained. The dealers have expressed the opinion that the instruction being given will make their elevator managers much more valuable to them and also save them hundreds of dollars.

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With the assistance of marketing specialists of the Extension Service of the Mississippi Agricultural and Mechanical College, Agricultural College, Miss., ten local truck associations in the State recently have been federated into a central association known as the Mississippi Truck Growers' Inc. It is estimated that the association will handle a thousand cars of produce this year.

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The New Jersey Bureau of Markets, Trenton, N. J., reports that the Jersey Fruit Growers' Cooperative Association, recently organized, has three incorporated locals with central packing houses, and that three more locals probably will be incorporated within a few days.

Arrangements have been completed by the Federal Bureau of Markets and Crop Estimates for the furnishing of market news by telegraph to two newspapers in Atlanta, Ga., "The Atlanta Constitution," and "The Atlanta Journal," which in turn are broadcasting the information over the State by radiophone. Daily cotton information obtained directly from the Atlanta office of the Federal Bureau is made a part of the reports sent out by the newspapers. The cotton reports include the New York City and New Orleans future markets, as well as various local spot markets.

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A conference for the purpose of working out details for a radio broadcasting program for the New England States will be held March 27 in the offices of the State Division of Markets, Boston, Mass. The conference will be attended by W. A. Munson, Director of the Division; V. A. Sanders, Agricultural Statistician for New England; the various commodity representatives of the Federal Bureau of Markets and Crop Estimates who are located in Boston; and J. C. Gilbert, Specialist in Market Extension, Federal Bureau.

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"Cooperative Marketing of Live Stock and Wool in Virginia" is the title of a mimeographed report recently put out by K. A. Keithly, Live Stock and Wool Marketing Specialist, State Division of Markets, Richmond, Va. Mr. Keithly reports the formation of 13 shipping associations which are shipping from 72 loading stations and handling live stock from 21 counties. It is expected that a larger number of associations will be formed during the current calendar year.

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In order to observe the marketing methods used in handling such vegetable crops in Florida as cucumber, cabbage, celery and potatoes, E. Ragsdale, Extension Agent in Marketing, Athens, Ga., is planning to make a short trip into Florida the latter part of this month.

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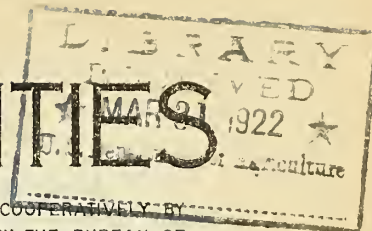
The Bureau of Standardization, State Department of Agriculture, Sacramento, Calif., is being urged by the Bean Growers' Association of California, to hasten the establishment of State standards for beans.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# STATE AND FEDERAL MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 29, 1922

Vol. II, No. 13.

## APPLES SOLD IN CALIFORNIA MUST BE MARKED ACCORDING TO GRADE

Apples shipped into California from the State of Washington during the coming season must be marked according to grade, F. W. Reed, Chief of the Bureau of Standardization, California Department of Agriculture, Sacramento, Calif., has informed the Washington Department of Agriculture. The California inspectors will be instructed to see that all apples from the Northwest bear grade markings. During the 1921-22 season certain shippers from the Northwest moved their apples into California without any grade designation, maintaining that their brand name or trademark was in itself an indication of the grade.

The State Bureau of Standardization feels that, inasmuch as this fruit comes into competition with California-grown apples, a statement of grade, whether "extra fancy," "fancy," or "C grade," should appear on the label. The sale of bulk apples will be allowed providing the shipment meets the California "C grade" requirements.

The elimination of grade classification means that often stock which does not meet the State requirements for grade "fancy" is sold for "extra fancy." The California growers who are striving to put out standard packs under specified grade terms object to this unfair type of competition.

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## CANE SIRUP PRODUCERS IN TEXAS ORGANIZE

A temporary organization for the orderly marketing of cane sirup has been established among the sirup producers of East Texas, as a result of the standardization campaign recently conducted in that section by representatives of the State Department of Agriculture and the State Markets and Warehouse Department, Austin, Tex. A committee composed of seven directors has been appointed to investigate more thoroughly modern equipment for blending sirup, and also the approved methods of grading, packing, crating and marketing the product. The report of the committee will be submitted at the directors' meeting to be held April 5 at Lufkin, Tex.

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A study of the methods used in the marketing of wool in the Middle West is being conducted by the Department of Agricultural Economics of the University of Wisconsin, Madison, Wis.

## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

A report on the "Food Supply of the Port of New York District" has been prepared and issued by a special committee consisting of representatives of the governmental agencies concerned. Herschel H. Jones, Director, New York City office of the New York State Department of Farms and Markets, was chairman of the committee. Among the other members were: Alexis L. Clark, Chief, New Jersey Bureau of Markets; Asher Hobson, Specialist in Market Research, School of Business, Columbia University; and W. H. Stanton, R. L. Pederson and H. B. Knoop, representatives of the Federal Bureau of Markets and Crop Estimates, located in New York City. A large portion of the data contained in the report was obtained directly from original records of daily receipts supplied by the Federal Bureau of Markets and Crop Estimates. W. P. Hedden, now Research Agent in Marketing, Federal Bureau, prepared Appendix B of the report which contains data regarding family budget studies.

"Retail Grocery Stores" is the subject of a bulletin just published by the New York State Department of Farms and Markets, Albany, N. Y. This bulletin gives the results of a study of certain problems of the retail grocer in New York City, including the investigations conducted during the war period by the New York Federal Food Board and the New York State Food Commission. Following the close of the war, it was proposed to include the results of these investigations in three reports on retail grocery stores, gentile butcher shops and kosher butcher shops. The reports on costs of operation of butcher shops are still in manuscript form.

An "Outline Showing Present and Proposed Standardization of Fruit and Vegetable Containers" has been issued recently by the Standardization Project of the Federal Bureau of Markets and Crop Estimates. The outline includes a brief summary of the requirements contained in the existing Federal laws; shows wherein local and State legislation conflicts with the Federal requirements; sets forth the need for further Federal legislation; and gives the main points of the proposed Federal bill now under consideration.

"Food Control During Forty-Six Centuries" is the title of an eighteen-page mimeographed circular prepared by Miss Mary G. Lacy, Librarian of the Federal Bureau of Markets and Crop Estimates. This study, which was made as a contribution to the history of price-fixing, begins with the fifth Dynasty in Egypt (2830 B.C.) and traces the development of food control up to 1800 A.D. A limited number of copies are available for distribution.

The report of the National Agricultural Conference held in Washington, D. C., January 23-27, 1922, has been published as Document No. 195, by the House of Representatives of the 67th Congress, second session.

A bulletin dealing with the trade and spinning differences of cotton has just been issued in mimeographed form by the Division of Markets, Markets and Warehouse Department, Austin, Tex.



## EXTENSION MARKETING WORK IN ARIZONA

The Extension Service of the College of Agriculture of the University of Arizona, Tucson, Ariz., is assisting the farmers of the State to develop agencies for the marketing of poultry products, alfalfa hay, alfalfa seed, wheat, and miscellaneous truck crops.

Poultry marketing associations have been organized in two counties. These organizations are handling guaranteed infertile eggs and selling the eggs at prices from five to fifteen cents a dozen more than would have been obtained by unorganized producers.

The Extension Service, in one instance, was successful in inducing a large buyer to maintain a price of twenty cents when eggs were being sold at 12 and 15 cents. This feat was possible because of the support of the large mining companies, which, through the Arizona Industrial Congress, are subscribers to the slogan, "Use Arizona Products."

The wheat growers' pool, formed with the assistance of the county agents, sold more than sixty-five thousand bushels of wheat at the price it would have cost to lay down wheat from outside points.

The alfalfa seed growers are organized into a selling association which handles a large part of the certified seed produced in the Yuma section. Assistance also is being given by the county agents to farmers who have alfalfa hay, sweet potatoes, white potatoes and grapes to market.

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A course in Marketing is one of four special courses being offered by the Department of Agricultural Economics and Farm Management of the New York State College of Agriculture at Cornell University, Ithaca, N. Y., for the summer session of 1922. The marketing course will be given by Professor Asher Hobson of Columbia University. The other courses are: Farm Management by Dr. G. F. Warren of Cornell University; Agricultural Economics by Dr. T. N. Carver of Harvard University; and Public Problems of Agriculture by the three professors named and other prominent leaders in national agriculture.

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A study of the cost of operating local elevators in Kansas has been made by the Department of Agricultural Economics of the Kansas State Agricultural College, Manhattan, and the results tabulated and issued in mimeographed form. The study was confined to 75 independent elevators operating in the State.

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A short course for live-stock shippers was held at St. Joseph, Mo., March 21 and 22, under the auspices of the Extension Service of the College of Agriculture, University of Missouri, Columbia, Mo. John Sheay, Extension Assistant Professor in Marketing, conducted the course.

## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3298, by Mr. Kellogg of Minnesota, to amend section 405 of an act to regulate interstate and foreign commerce in live stock, live-stock products, dairy products, poultry, poultry products and eggs, and for other purposes, approved August 15, 1921.

H. R. 11038, by Mr. Lankford of Georgia, to provide for the experimentation in and to promote and establish the sale of farm products directly from the producer to the consumer.

H. R. 11039, by Mr. Lankford of Georgia, to provide for the experimentation in and to promote and establish the sale of watermelons and cantaloupes directly from the producer to the consumer.

Bills upon which action was taken during the week:

The Seed Loan Bill has been signed by the President.

An amendment to the pending Agricultural Appropriation Bill, proposing to appropriate \$10,000 for the study of the problem of standardization and simplification of farm implements and machinery, was offered by Senator France of Maryland, and referred to the Committee on Appropriations.

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### VIRGINIA'S NEW COOPERATIVE LAW

The statute recently enacted by the Assembly of Virginia providing for the incorporation of cooperative associations is similar to the one for North Carolina passed in 1921. It permits of the organization of associations with or without capital stock. Under the Act no member or stockholder is entitled to more than one vote. The Act also provides that the by-laws of an association shall prohibit the transfer of common stock to persons not engaged in the production of agricultural products. No stockholder can own more than one-twentieth of the common stock of an association, and no member is liable for debts to an amount exceeding the sum remaining unpaid on his membership fee or his subscription for stock.

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An additional grade for potatoes, to be known as "Colorado Grade Standard," has been officially promulgated by the State Division of Marketing, Fort Collins, Colo. This grade was adopted at the urgent request of growers in all parts of the State who felt that the United States Grades, Numbers 1 and 2, did not fully meet Colorado requirements. Careful investigations were made and a number of public hearings held before the new grade was established.



## STANDARD QUALITY OF FARM PRODUCTS URGED

The careful grading of farm produce is urged by the State Bureau of Markets, Atlanta, Ga. The following is quoted from the March 23 issue of the Marketing Bulletin, published by the Bureau: "Whatever you grow, grow it the nearest possible to perfection and your labor will be rewarded. Having decided as to your money crops, strive for quality, not alone in the growing, but in the preparation for market. It is a well known fact to all students of marketing that ordinary goods well graded, and properly packed, will find more ready sale and at a better price than better goods not graded and properly packed.....This underlying principle governs all production and marketing problems. You can make no mistake following it. First learn what quality goods are, set your standard and hold it, even though the season has been unfavorable, pack what you can of standard quality, then pack a second grade, and the two will bring more than one grade not standard."

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## RADIO MARKET NEWS STORIES IN MASSACHUSETTS

The Wednesday night market story of the Massachusetts Division of Markets, Boston, Mass., which is based upon the retail reports collected by the Division, is sent out by the Medford Hillside radio station, the waves from which reach thirty thousand receiving stations. These Wednesday night stories contain information regarding the quantities of fruits and vegetables coming onto the market, the general quality of the products, and the prevailing prices. The stories are prepared so as to present important market information in a form that will make it valuable to the housewife in purchasing supplies for daily use as well as for future needs.

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It is the hope of the Ohio Division of Markets, Columbus, Ohio, that the program for sending market reports over the State by radiophone will be in full operation by April 1. The transmitting apparatus has been installed at the Ohio State University, Columbus, from which station the reports prepared by the State Division of Markets will be broadcasted. As soon as the transmitting set has been thoroughly tested, receiving sets will be placed in the offices of the county agents. By this system of cooperation, it is anticipated that a wide dissemination of market news will be obtained.

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The Bureau of Markets and Storage of the State Department of Farms and Markets, Albany, N. Y., is working out plans for the establishment of a Consumers' Market Bureau at Albany. The tentative plans have been laid before the Albany County Farm Bureau and the market gardeners.

The harvesting and storing of only those sweet potatoes which meet the requirements of the United States Grade No. 1, is being recommended to the members of the Arkansas Sweet Potato Growers' Exchange, Little Rock, Ark., by Turner Wright, now Manager of the Exchange, but formerly Agent in Marketing in Arkansas for the Federal Bureau of Markets and Crop Estimates. By so doing, Mr. Wright believes that the expense of handling and curing the potatoes will be cut in half and at the same time a more nearly uniform grade and higher quality of stock placed on the markets. It is urged that the No. 2 grade, the culls, or those potatoes damaged in digging, be left in the fields for the hogs to harvest.

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Details are being worked out for a survey of poultry and egg marketing in Missouri. It is proposed that the study be conducted jointly by the Missouri State Marketing Bureau, Jefferson City, the Extension Division of the University of Missouri, Columbia, and the Federal Bureau of Markets and Crop Estimates. The direct and immediate purpose of the proposed survey is to obtain first-hand information from producers, buyers, dealers and others on the conditions, methods and practices under which Missouri poultry and eggs are marketed.

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According to a statement in the Market News and Exchange Bulletin, published by the Division of Markets, Columbus, Ohio, interest in the co-operative marketing movement is developing rapidly in the State. During the past few weeks, a number of meetings have been held in different counties principally to discuss the subject of cooperative marketing.

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The four hundred potato growers forming the Monmouth County Farmers' Cooperative Association in New Jersey, have decided to grade their produce this season and to have each car certified to by the Inspection Service of the State Bureau of Markets, Trenton, N. J. This association expects to ship over three thousand cars of potatoes this year.

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"Prospect in Wheat Prices" is the subject of a short article in the March 24 number of Wallaces' Farmer, by W. E. Stevenson, present permanent representative of the United States to the International Institute of Agriculture, Rome, Italy.

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A temporary field station for the issuing of market reports on onions will be opened at Crystal City, Tex., about April 10, by the Federal Bureau of Markets and Crop Estimates.



The live-stock industry in Alabama is discussed by F. W. Gist, Agricultural Statistician, Montgomery, Ala., in the February-March number of the Alabama Markets Journal, published by the Markets Division of the State Department of Agriculture. The purpose of the article is to give facts concerning the various classes of animals which farmers of Alabama grow, and of the products which go into consumption from them as indicated by careful estimates recently made in comparison with the last census report.

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Miss D. H. Goodwin, Assistant to the Director, State Division of Markets, Boston, Mass., prepares a weekly illustrated article for Current Affairs, the publication of the Boston Chamber of Commerce. These articles deal with problems of special interest to those of the trade. Miss Goodwin is also preparing full-page feature stories for the Boston Transcript. The purpose of these stories is to give the city reader interesting information regarding the products of the farm and the people who produce them.

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An index to current prices is being prepared in the Library of the Federal Bureau of Markets and Crop Estimates. Already prices have been indexed on 1068 commodities in the United States and on 174 in foreign countries. Fifty-seven periodicals, newspapers, and price quotation sheets have been covered. The index is on cards arranged alphabetically by commodities. The cards show the names of the markets from which the prices are reported.

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H. A. Spillman, Investigator in Package Standardization, Federal Bureau of Markets and Crop Estimates, addressed the March meeting of the Southern Crate Manufacturers' Association, held at Jacksonville, Fla. He discussed the Federal standard container act and pointed out that some of the containers being made in Florida and used by producers in interstate shipments were below the tolerance provided for in the Federal law.

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Lessons in apple grading and packing were given at a horticultural institute held at Hart, Mich., recently. O. K. White, Fruit Specialist, Michigan State Department of Agriculture, Lansing, Mich., discussed the approved methods of grading.

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Marketing is a feature of the Farmers' Week program being given this week at the University of Maine, Orono, Me. C. M. White, Chief, Maine Division of Markets, Augusta, prepared the marketing program.

At the meeting of the Agricultural Institute recently held at the College of Agriculture, Kingston, R. I., F. L. Wallace, Federal Grain Supervisor in charge of the Boston office, demonstrated the use of the Federal grain grading apparatus. A demonstration in packing and grading poultry products was given by J. M. Borders, Assistant in Marketing Poultry Products, Federal Bureau of Markets and Crop Estimates. The Bureau's educational marketing exhibit which has been shown during the past two months in most of the Eastern States, was also displayed.

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In the interest of proposed changes in the Federal grades for wheat, C. C. Davis, Commissioner of Agriculture, Helena, Mont., with several other Montana representatives, recently visited the Minnesota office of the Federal Grain Supervision. Their main interest was in the possibility of establishing a premium grade to take care of the high test weight and high quality wheat produced in Montana.

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During a recent trip to Iowa and other States to confer with college officials, R. C. Potts, Specialist in Dairy Products, Federal Bureau of Markets and Crop Estimates, addressed the graduate class in economics and the class in dairy plant management at the Iowa State College of Agriculture, Ames, Iowa, on the subject, "Cooperative Marketing of Creamery Butter."

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C. E. Ladd, Professor of Farm Management, and B. B. Robb, Professor of Rural Engineering, New York State College of Agriculture, Ithaca, N. Y., recently spent a day at the New York City office of the Federal Bureau of Markets and Crop Estimates, studying the methods used by the fruit and vegetable reporters in collecting information for the daily market reports.

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Frank S. Kinsey, Food Products Inspector, Federal Bureau of Markets and Crop Estimates, who has been assisting the Texas State Department of Agriculture, Austin, Tex., in perfecting its standardization and shipping-point-inspection service, has completed his work there and is proceeding to Sacramento, Calif., where he will conduct a similar line of work.

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C. J. Dennis, Refrigeration Technologist, Federal Bureau of Markets and Crop Estimates, will spend a few days this week at Stuart, Va., conferring with the county agent and local apple growers' association with regard to the construction of a storage plant for apples.

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R. H. ELSWORTH,  
Specialist in Market Extension.



# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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April 5, 1922.

Vol. II, No. 14.

## RADIO MARKET NEWS SERVICE FOR NEW ENGLAND STATES

A program for the broadcasting of weather and market reports for the New England States was tentatively outlined at the meeting of the New England marketing officials which was held in the offices of the Massachusetts State Division of Markets, Boston, Mass., March 27. In addition to the representatives from the various New England States, the local representatives of the Weather Bureau of the United States Department of Agriculture; V. A. Sanders, Agricultural Statistician for New England; and J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, were present.

Arrangements were made with the American Radio Research Corporation at Medford Hillside, Mass., to broadcast the daily reports by radiophone, beginning about April 15. Weather reports will be sent out both morning and afternoon, and market reports in the afternoon and evening. The market information, which will be obtained from the Federal Bureau of Markets and Crop Estimates as well as from local reporters, will be prepared for broadcasting by the Massachusetts Division of Markets. These reports will cover, in addition to the Boston market, information regarding the principal New England markets and the New York City market. Information from various competitive producing areas of particular interest to New England farmers will be included from time to time.

Plans are also being made to have market and weather information sent by radio from Springfield and Worcester, Mass., Providence, R. I., and from some point in Maine to be determined later.

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## COOPERATIVE ASSOCIATION AN INFLUENCE IN COMMUNITY

The success of the Sweet Potato Growers' Association at Portales, N. M., since its organization three years ago, has exerted a marked influence on producers of other commodities and has served as a sort of balance wheel for other activities, reports C. A. McNabb, Agent in Marketing, State College, N. M. The 1921 crop has been sold at satisfactory figures and arrangements are being made to materially increase the acreage for 1922. The manager of the association recently made a trip to California and Arizona, where a number of cars of sweet potatoes were shipped, in order to note how the potatoes were received. It is the hope that these markets will become established outlets for the products of the association.

## NEW YORK STATE BUREAU OF TRAFFIC AND TRANSPORTATION

The Bureau of Traffic and Transportation recently established in the New York State Department of Farms and Markets, Albany, N. Y., is publishing a monthly information sheet called the "Traffic Farm News." This news service, designed primarily for producers and users of farm produce, contains items of interest regarding transportation problems and practices. The issue for April 1 contains an item relative to loss-and-damage claims in express shipments. Advice is given by the Manager of the Loss-and-Damage Department of the American Railway Express Company, New York City, on the selection of a market and preparation of the shipments, especially for eggs and live poultry. Another article in this issue is entitled "Make a Friend of Your Railroad."

The Bureau of Traffic and Transportation is equipped to assist growers and shippers in matters pertaining to traffic and transportation. It serves as a representative in conferences with the representatives of interested carriers for the adjustment of matters involving rates, routes, packing requirements, switching charges, claims, classification ratings, etc.

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## CHANGES IN FEDERAL WHEAT GRADES CONSIDERED

Proposed changes in the United States grades for wheat were discussed at a conference of Federal grain specialists held in Washington, D. C., last week. Grain inspectors from Chicago, Minneapolis, and other points were called to confer with specialists of the Washington office regarding the results of the investigations of the Federal grades made last summer and fall by a special committee appointed by the Secretary of Agriculture. Dr. John Lee Coulter, President of the North Dakota Agricultural College, and Professor L. A. Fitz of the Kansas Agricultural College, who were in charge of the investigations, attended the conference.

Five changes in the grades are recommended by Dr. Coulter and Professor Fitz with reference to moisture content, foreign material other than dockage, weevily wheat, white wheats, and garlicky wheat.

Informal meetings with members of the trade for the further consideration of the five proposed changes will be held in Kansas City, Mo., April 7, and Chicago, Ill., April 10. Ideas expressed at these meetings will be considered in determining what the final action shall be.

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## COLLEGE STUDENTS INTERESTED IN WOOL GRADING

Much interest was shown in the demonstrations of the tentative wool grades of the Federal Bureau of Markets and Crop Estimates, which W. F. Heppe, Extension Agent in Marketing, State Agricultural College of Colorado, Fort Collins, Colo., gave recently before members of the classes in Farm Management and Economics, Sheep and Wool Production, Marketing, and Vocational Training.



## MAPLE PRODUCERS IN VERMONT ORGANIZE

The Vermont Maple Products Exchange, which has just been organized by maple producers in Vermont, already is making its influence felt in the price the dealers are paying the producers, according to a statement received from the Extension Service of the College of Agriculture, University of Vermont, Burlington, Vt. The association, with headquarters at Essex Junction, Vt., was organized for the purpose of encouraging better and more economical methods of drawing and evaporating maple sap; of providing better facilities and agencies through which the products of its member-associations may be prepared and marketed; of lessening the cost of marketing by creating agencies to act for all member-associations; of encouraging the improvement of the product and package; of increasing consumption of maple products by developing old markets and finding new ones; of acquiring brands, trade marks, copyrights and patents necessary to the Exchange; and of cultivating and developing the cooperative spirit in producers. The by-laws state that, "This Exchange is organized for the purpose of mutual help, in the accomplishment of each of the purposes stated above and is not to be conducted or operated for profit."

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## UTAH FARMERS LOOK SYSTEMATICALLY FOR MARKETS

Under the direction of the Extension Service of the Agricultural College of Utah, the marketing committee in Davis County has been making a systematic search for possible markets for the increased supplies of market garden products that will come with the completion of the Bonneville irrigation canal in the southern part of the county. First the exact needs of Salt Lake City were tabulated, then 163 commission firms located on transportation lines leading to Chicago, California and into Texas, were asked on what basis they would handle the produce. The replies indicate that there are a number of points where products from this county can be shipped so as to supply a real demand and at prices favorable to the producers. It is now reported that contracts will probably be entered into with at least one firm in each of the cities of Chicago, Kansas City, Salt Lake City and a Texas point for the marketing of the Davis County products.

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## A REPORT ON MILK AND MILK PRODUCTS

Report of the Federal Trade Commission on "Milk and Milk Products," is the title of a publication of 234 pages recently issued from the Washington office of the Commission. The report is based on investigations conducted during the war period (1914-1918) under the direction of Kemper Simpson. A summary of this report was issued under date of June 6, 1921. The complete report covers the subjects of the distribution of market milk, the canned milk industry, the butter industry and the government control of prices, margins and exports.

## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 2337, by Mr. Norris of Nebraska, to prevent hoarding and deterioration of and deception with respect to cold-storage foods, to regulate shipments of cold-storage foods in interstate and foreign commerce, and for other purposes. This bill is the same as the bill which passed the Senate in the last Congress but which failed to become a law because of disagreement in conference.

H. R. 11115, by Mr. Brand of Georgia, to amend section 12 of the act approved July 17, 1916, known as the Federal farm loan act.

Bills or resolutions upon which action was taken during the week:

S. Res. 262, by Mr. Dial of South Carolina, was agreed to March 29. This resolution requests the Federal Trade Commission to investigate the causes of the present depressed price of cotton....to ascertain the quantities of linters and unspinnable cotton in the United States and to ascertain the size of the cotton crop in the United States for the years 1919, 1920, and 1921.

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### WITHDRAWING MEMBERS RECEIVE NOTHING

In the case of the Clearwater Citrus Growers' Association vs. Andrews, (Fla.) 87 So. 903, it appeared that certain members of this incorporated non-stock association withdrew from the association. Subsequently, the members who had withdrawn instituted a suit against the association, one of the objects of which was to obtain compensation for "their interest" in the assets of the association. There does not appear to have been any special provision in the charter or by-laws of the association covering a situation of this kind. The court held that the members on withdrawing from the association lost all their rights therein and that all of the assets of the association could be used for the benefit of the remaining members and that nothing was due the members who had withdrawn.

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### RADIOPHONE MARKET NEWS SERVICE DESIRED IN WASHINGTON

A market news service by radiophone is being contemplated by the State Department of Agriculture, Olympia, Wash. No definite plan has been worked out, but it is proposed to have a program for the broadcasting of daily market reports of conditions in the primary markets of the State. These reports would be picked up by receiving stations at central points in each county and relayed from there to interested persons desiring the information.



## EXAMINATIONS FOR MARKETING ECONOMISTS ANNOUNCED

Open competitive examinations for the positions of Assistant Agricultural Economist (Marketing) and Junior Assistant Agricultural Economist (Marketing) in the Bureau of Markets and Crop Estimates, at salary ranges of \$2,400 to \$3,000 a year, and \$1,800 to \$2,400 a year, respectively, have been announced by the United States Civil Service Commission for April 19 and May 24. Applicants will be rated upon written answers to questions pertaining to the general principles of political economy and their relation to business affairs, and to problems involved in the marketing of farm products; on theses submitted at the time of the examination; and on education and experience. The thesis may include the results of some original investigation on the part of the applicant or may represent work done by the applicant in collecting and arranging facts and drawing proper deduction from the facts. Educational requirements include graduation from a college or university of recognized standing, with three years of systematic study in economics or related subjects, one of which must be post-graduate work.

Further information regarding the examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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## RELEASE DATES FOR IMPORTANT CROP REPORTS

The dates of release for the crop reports of the Federal Bureau of Markets and Crop Estimates have been specified for the remainder of the calendar year. The reports include information concerning acreage, condition, yield, farm reserve and quality of products grown in the United States. The release dates for the more important crops are as follows:

Cotton: June 2, July 3, August 1, September 1, October 3, December 12.

Winter Wheat, Rye: April 7, May 9, June 8, July 10, August 8, December 15, December 18.

Spring Wheat, Oats, Barley: June 8, July 10, August 8, September 8, October 9, December 15.

Corn, Potatoes, Sweet Potatoes, Tobacco, Sugar Beets: July 10, August 8, September 8, October 9, November 8, December 15.

Apples: June 8, July 10, August 8, September 8, October 9, November 8, December 15.

Peaches: June 8, July 10, August 8, September 8, December 15.

Flax, Rice: July 10, August 8, September 8, October 9, December 15.

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An effort to convince wool growers of the losses resulting from not preparing their fleeces for market according to approved practices will be made by C. A. McNabb, Agent in Marketing, State College, N. M., and some of the county agents of the State. One county agent reports that a rancher in his county with 6,000 head of sheep clips the wool by hand and does not tie the fleeces before sending them to market.

## CHANGES IN FEDERAL POTATO GRADES PROPOSED

Proposed changes in the United States potato grades have been submitted to four hundred of the principal factors in the potato industry by the Federal Bureau of Markets and Crop Estimates. The suggested changes contemplate the addition of a grade to be known as "United States No. 1 Small," and the elimination from United States No. 1 of badly misshapen potatoes and those affected by hollow heart.

The new grade, United States No. 1 Small, provides for potatoes ranging in size from one and one-half inches to one and seven-eighths inches in diameter, but meeting all the other requirements of the United States No. 1 grade. Not more than 25 per cent, by weight, of any lot may vary from the prescribed size, but not to exceed one-fifth of this tolerance shall be allowed for potatoes under one and one-half inches in diameter. In addition, not more than 6 per cent, by weight, may be below the remaining requirements of this grade, but not to exceed one-third of this 6 per cent tolerance shall be allowed for potatoes affected by soft rot.

Hollow heart has been universally conceded by members of the trade as a serious defect which should be eliminated from the United States No. 1 grade, and by revising the requirements of the grade accordingly, official approval is placed upon a common commercial practice. Excessive waste is also caused by badly misshapen potatoes and it has been deemed advisable to exclude them from United States No. 1 grade.

It is thought that the revised grades will be officially recommended by June 15 or July 1.

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## FEDERAL INSPECTION REVEALS FRAUD

The alertness of the Federal butter inspector at the New York City market recently disclosed a well planned attempt at fraud by a firm in that city. On request the butter inspector of the Federal Bureau of Markets and Crop Estimates inspected 25 tubs of butter for delivery to the United States Navy at the port of New York. The contract called for 92 score butter and the butter inspected more than met this requirement. This fact aroused the suspicion of the inspector who requested that the butter when delivered at the Navy Yard be held for reinspection. The first ten tubs of the butter delivered revealed, upon second inspection, a very inferior quality of storage butter, although the packages still bore the Federal inspection stamp. An examination bore out the suspicion that the contents of the tubs had been changed.

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"Cost of Distribution Studies" and "The Form of the Farmers' Marketing Organization" are two sub-headings in an article entitled "Research in Farm Economics and Farm Management," by W. F. Handschin, Vice-Director, Extension Service, University of Illinois, Urbana, Ill., in the first issue for 1922 of the Journal of Farm Economics.



## EGG MARKETING PROBLEM IN NEW ENGLAND

An article in the February issue of the Connecticut Extension Service News, Storrs, Conn., points out that competition is developing on a large scale for the privilege of supplying the New England cities and New York City with high quality eggs. According to the article which is entitled, "The Egg Avalanche," the old order of things, when a Connecticut farmer had but to put a superior product on the market in order to get the top price, is rapidly being displaced by a new order in which the Connecticut producer is going to have to fight for his market. The cooperative egg marketing associations of the Middle West, the Far West and the South are now bidding hard for the trade of the big manufacturing and commercial cities. Recently a California association placed a large advertisement in Connecticut newspapers in which the claims made for California eggs were attractively set forth. Furthermore it is alleged that in some instances California eggs after being hauled across the continent have sold in New England markets at a premium over local fresh eggs. Paul Mehl, Marketing Specialist, Connecticut Agricultural College, in discussing this subject, recently said, "If the Connecticut farmers want their eggs pushed on the market they must cooperate, as it is not possible to secure good results unless a high quality product is available. If this is not done there is grave danger that in a few years Connecticut will have to take a back seat in the poultry industry."

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## COOPERATIVE CHEESE FACTORY IN TENNESSEE SUCCESSFUL

The dairymen in Jefferson County, Tenn., have found it profitable to dispose of their milk through a local cooperative cheese factory, according to a statement by G. N. Tobey, Cheese Specialist, Extension Service, University of Tennessee, Knoxville. During the first nine months of operation, the number of patrons increased from 11 to 25. Others will join as soon as facilities are provided to care for the increasing amount of milk being received. The number of cows owned by the patrons has increased over 40 per cent since the establishment of the enterprise. The influence of this cooperative factory has been far reaching. Interested persons from other communities come long distances to inspect the plant and to see the cheese making operation. A wholesale dealer, who at first was not interested in buying cheese made in this locality, now desires to purchase the entire output of the factory.

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A meeting of potato growers and shippers of six of the West North Central States was called by Hugh J. Hughes, Director of Markets, Minnesota Department of Agriculture, Minneapolis, April 1, at Grand Forks, N. D., to discuss the proposed changes in the Federal grades for potatoes. E. W. Stillwell, Investigator in Marketing Fruits and Vegetables, represented the Federal Bureau of Markets and Crop Estimates at the meeting.





## SHEEP SHEARING AND WOOL GRADING DEMONSTRATIONS IN TENNESSEE

Demonstrations in sheep-shearing and the approved method of preparing the fleeces for market, will be given in twenty-four counties in Tennessee by the Extension Service of the University of Tennessee, Knoxville, with the assistance of R. P. Hite, a veteran sheep grower at Gallatin, Tenn. A period of one month will be required to complete the schedule outlined. A brief talk on the status of the wool market will be given in each instance, in addition to the practical demonstration. In giving publicity to these demonstrations and to the county wool sales and the cooperative marketing of spring lambs, which the Extension Service proposes to conduct also, it was decided to run weekly articles in the news columns of the papers of the State for four consecutive weeks. The subjects for the articles will be as follows: (1) Introductory - giving very briefly condition of wool market, results of sales in previous years, and prospects for county sales this year; (2) Brief article telling about places, dates and objects of shearing demonstrations; (3) Brief illustrated article telling how and how not to prepare wool for the market; (4) Article giving somewhat in detail the status of the wool market and dates and places of sale.

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## COTTON STANDARDIZATION TO BE UNDERTAKEN IN TEXAS COUNTY

Farmers in Calhoun County, Tex., representing 5,000 acres of cotton, expect to receive from five to fifteen dollars more a bale for their cotton this year because of the improved quality of seed to be planted, according to a report from the Extension Service of the Agricultural and Mechanical College of Texas, College Station, Tex. A ginner has been engaged who has agreed to gin only the cotton from the farms raising one variety of long staple cotton, in order to prevent mixing of seed and lint with that of other varieties. The cotton will be pooled, graded by experts and sold at a premium because of its length of staple and uniformity of quality. By this method an abundant supply of high-grade seed will be available for future planting and also a surplus for sale.

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A temporary field station for the issuing of market reports on strawberries, was opened by the Federal Bureau of Markets and Crop Estimates at Chadburn, N. C., April 3. Gorrell Shumaker, Agent in Marketing, Raleigh, N. C., is in charge of the station.

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All the county agents in one of the Rocky Mountain States have bought copies of a book dealing with the marketing of farm products and are now studying the underlying principles involved in converting agricultural products into cash.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.





# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 12, 1922

Vol. II, No. 15

## MARKET NEWS SERVICE IN NEW YORK STATE EXTENDED

Information on conditions and prices in the New York City market on the more important fruits, vegetables, eggs, butter, poultry, country-dressed calves, and hay, is being broadcasted daily, except Saturdays and Sundays, by radiophone from the station of the General Electric Company, Schenectady, N. Y. The information is prepared by the New York City office of the State Department of Farms and Markets and transmitted over the leased wire of the General Electric Company to the Schenectady broadcasting station. From reports received from radio operators in Buffalo, Ithaca, Williamson, Syracuse and Rochester, it is evident that the market news is being clearly received at these points.

The State market news service has been further extended by arrangements which the Department of Farms and Markets has made with the United Press Association and the Rochester "Times Union" whereby the latter newspaper is allowed to broadcast by radio the market report received over the press association wire at noon each day. This report, prepared by the New York office of the Department, covers conditions and prices on the New York market for fruits and vegetables and is being sent out from the newspaper's transmitting station each week-day at 7:30 p.m. The local report of the Rochester office of the Federal Bureau of Markets and Crop Estimates, covering conditions in the Rochester district, is also included in these daily messages. Plans are also being completed to furnish Buffalo dealers with local market reports by means of the radiophone. At the request of lettuce growers, a special market report on lettuce will be broadcasted each day from Schenectady, and possibly Rochester, as soon as the shipping season opens.

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## WOOL GRADING TO BE DEMONSTRATED IN MAINE

Wool grading demonstrations are being planned by the Maine Division of Markets, Augusta, Me., for the first three weeks of June. So successful was the Maine Sheep and Wool Growers' Association last year with its wool pool that two new counties will join this year's pool. It is anticipated that 100,000 pounds of wool will be handled by the pool this season as compared with 54,000 pounds for last season. It was noted by the State marketing officials that the shrinkage of wool on the 1921 clip was two per cent less than in 1920, showing that greater care was used in the production and handling of the wool. The tentative grades prepared by the Federal Bureau of Markets and Crop Estimates were used in grading the wool sent to the pools.

## NORTH DAKOTA GRAIN STATUTE HELD UNCONSTITUTIONAL

In the case of Lempke et al vs. the Farmers' Grain Company of Embden, recently decided by the Supreme Court of the United States, the validity of a statute of the State of North Dakota relative to the grading and inspection of grain was involved. The statute, among other things, established a system of State inspection, grading and weighing; prohibited anyone from purchasing grain who had not obtained a license for which a fee of \$10 was charged; and authorized a State official, at the request of a producer, to fix the margin of profit which a buyer should realize upon grain. The Farmers' Grain Company of Embden, N. D., is a non-profit, co-operative association. It brought suit in the proper District Court of the United States, alleging that the statute referred to was an unlawful regulation of and a burden upon interstate commerce, and that it therefore violated the commerce clause of the Federal Constitution. It also alleged that the statute was in conflict with the Federal grain standards Act. The District Court ruled against the Grain Company, holding the statute valid. The case was then carried to the Circuit Court of Appeals which held that the State statute affected grain that was in interstate commerce and was therefore in conflict with the Federal grain standards Act and for this reason held the State statute void. In this connection emphasis was laid on the fact that the State statute placed it in the power of a State official to require two inspections of grain, one under the State statute and one under the Federal act.

On appeal to the Supreme Court of the United States, that court held the State statute unconstitutional for the reason that it authorized a State official to determine prices at which grain might be bought which was to pass in interstate commerce. In determining what was interstate commerce it was said that practically all the wheat bought by the complainant was disposed of outside of the State. This settled course of business, the court said, established its character as interstate commerce. The buying of grain within the State which would then be placed in transit to points outside of the State, in accordance with the settled course of business of the Farmers' Grain Company of Embden, was held by the Circuit Court of Appeals and the Supreme Court of the United States to establish the character of such business as interstate commerce. The Supreme Court having reached this conclusion considered whether the State statute of North Dakota imposed a burden on such commerce and held that it did so inasmuch as it enabled a State official to fix the purchasing price of grain which according to the established practice of the Grain Company would be disposed of outside of the State.

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Five radio clubs have been formed by boys and girls in Boulder County, Colo., under the direction of the Extension Service of the State Agricultural College of Colorado, Fort Collins. These clubs, with a total membership of seventy, are receiving market reports as well as music and other communications. The club members learn the fundamentals of radio telegraphy and telephony by making their own receiving sets.



## FARMERS SAFEGUARDED BY BONDED COMMISSION MERCHANTS

Protection is afforded farmers and shippers who consign their products to commission men in New York by the State law requiring all commission dealers in farm products to secure a license and file a bond with the State Department of Farms and Markets, Albany, N. Y. In the last year 667 licenses were issued to commission dealers in New York State. Fidelity bonds for \$3,000 were filed with the State Department in each case to cover possible claims of shippers for improper returns. Although several hundred complaints were received and investigated by the State officials, it was necessary to make collections on the bonds in only two cases, in both of which the firms were bankrupt. Satisfactory settlements of the claims were accomplished in all other cases by investigation and intervention of the Department.

Farmers in any part of the United States can avoid severe losses through fraudulent or incorrect returns on products consigned to New York markets by shipping to these licensed commission men, a list of whom may be obtained from either the Albany or New York offices of the State Department of Farms and Markets.

"It is astonishing," says Berne A. Pyrke, State Commissioner of Farms and Markets, in commenting on this subject, "to find how many farmers will send to the city to addresses they know nothing about, products which they have spent months in growing, and trust that a merciful providence will bring them a return for their labors. It is no wonder they are at times disillusioned. Circulars soliciting shipments of eggs are frequently put out among farmers by fly-by-night concerns which manage to get a lot of eggs sent to them with promises of high prices and quick returns. By the time complaints begin to come to the Department the firm may have disappeared."

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## EXAMINATIONS FOR MARKETING SPECIALIST IN WAREHOUSING ANNOUNCED

Examinations have been announced by the United States Civil Service Commission for positions in the Bureau of Markets and Crop Estimates as Assistant Marketing Specialist (Warehousing) at a salary range of \$1,620-\$2,400 a year, and Associate Marketing Specialist (Warehousing) at a salary range of \$2,400 - \$3,600. The former, which will be an assembled examination, will be held May 10. The papers for the latter examination, which is non-assembled, will be rated as received until June 30. Applicants for the position of Assistant Marketing Specialist will be rated upon practical questions in arithmetic, geography, and warehousing, and on a thesis on some phase of warehousing, and upon education, training and experience. The ratings for applicants for the position of Associate Marketing Specialist will be based upon education and experience, and on a thesis preferably dealing with warehouse management, warehouse accounting, the economic importance of warehousing agricultural products, legislation needed for the proper development of the storage industry, the warehouse receipt and its relation to a cooperative marketing plan, or the economic location of warehouses for either grain, cotton, tobacco, or wool.

## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

The annual report for the fiscal year, 1920-21, has been issued by the Wisconsin Department of Markets, Madison, Wis., under date of February 28. The report covers the work which the Department has been conducting along the lines of standardization and inspection of farm products, including tobacco; market news service; market business practice; transportation; organization; special marketing exhibits; and various legal matters. A copy of the report may be obtained from the State Department of Markets.

"The Principles Underlying Radio Communication" is the title of a book just prepared by the Bureau of Standards of the United States Department of Commerce. Public interest in radio telephony has developed to such an extent that it seemed necessary to prepare a publication to take care of the many requests regarding radio communication. This new "air book" may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., upon receipt of one dollar.

"Principles of Marketing" is the subject of a new book prepared by Fred E. Clark, Associate Professor of Economics and Marketing, School of Commerce, Northwestern University, Evanston, Ill., which will be published this Spring by The Macmillan Company. Some of the problems treated in the text are, transportation, storage, market finance, risk and news, standardization, market price, price cutting, price maintenance, and unfair competition.

"The Poultry Industry in Nebraska," is discussed in Bulletin No. 116, issued last month by the Bureau of Markets and Marketing of the Nebraska Department of Agriculture, Lincoln, Nebr. Two of the eleven pages are devoted to the marketing of eggs. A similar bulletin on the potato industry will soon be issued by the same Bureau.

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## COTTON STATES COMMISSION TO BE APPOINTED

Cotton problems common to the entire South are to be given consideration by a permanent cotton States' commission appointed by the governor of each cotton-producing State. This decision was reached at a conference recently held at New Orleans, La., of delegates sent by governors of nine States in response to a call issued by the legislature of North Carolina. The States represented were Alabama, Florida, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee and Texas.

The governmental and legislative problems which this proposed commission will consider include those pertaining to adequate and uniform warehouse systems, uniform laws governing cooperative marketing, freight rates, financing the farmers for both production and marketing, and other matters which can not be solved satisfactorily by individual States.

The governor of each State has been requested to appoint, on or before September 1, 1922, three men to serve on the cotton States' commission.



## SIX MARKETING EXTENSION PROJECTS IN MISSOURI

Six extension projects in marketing are being conducted during the current year by the Extension Service of the College of Agriculture, University of Missouri, Columbia, Mo. The titles of these projects and the object of each one are as follows:

Market Analysis - to find the best outlet for farm products by determining what are the best available markets and what existing marketing agencies can assist in reaching those markets.

Grain Marketing - to demonstrate a more profitable and efficient method of marketing grain through organizing elevator companies or grain shipping associations.

Live Stock Marketing - to demonstrate profitable and efficient methods of marketing live stock by the establishment of cooperative live-stock shipping associations. This will be done largely by furnishing plans for organization, suggestive constitution and by-laws, and the giving of assistance in organization work.

Warehouse and Produce Marketing - to give assistance, when conditions warrant, in organizing warehouses and produce exchanges.

Commodity Marketing Organizations - to give information relative to the marketing cooperatively of various commodities, whenever more efficient and economical methods of disposing of special crops may be needed.

Better Marketing Business Methods - to suggest to cooperative marketing organizations the approved forms for records and for keeping accounts, to encourage the use of accounting and other labor-saving office appliances, to encourage the more general employment of trained bookkeepers and expert auditors, and to promote sound business practices.

This extension work is being conducted under the supervision of two specialists, John Sheay and True D. Morse.

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## SIX REASONS GIVEN FOR DAIRY MARKETING ORGANIZATIONS

Six important reasons why 300,000 dairymen in the United States have formed 50 or more strongly centralized, regional, dairy-marketing organizations, are listed by G. P. Warber, Farm Economics and Marketing Specialist, Virginia Polytechnic Institute, Blacksburg, Va., in the March number of the Extension Division News. Professor Warber states that these regional organizations, which control the major portion of the natural fluid-milk supply of more than 50 of the larger cities of this country, have been formed since 1916.

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The Superintendent of Markets for Memphis, Tenn., announces in the last issue of the City Market News-Letter that, beginning on May 1, all eggs handled by dealers must be sold with candling certificates attached. Blank certificates are furnished free by the City. The new market house will contain a completely equipped candling room where seller and buyer may examine all doubtful eggs.

### COLORADO POTATOES MARKETING COOPERATIVELY

Five local potato marketing associations cooperated in marketing the 1921-22 potato crop in the San Luis Valley of Colorado, according to a report by W. F. Heppe, Extension Agent in Marketing, Colorado Agricultural College, Fort Collins. Approximately one thousand carloads of potatoes were shipped during the season with an estimated saving to the shippers of ten to twenty-five cents per hundred-weight sack. Each car of potatoes was certified to by the inspection service of the State Division of Marketing, Fort Collins.

Four of these local associations were organized on the non-stock, non-profit plan, the fifth being a capital stock organization. The form of organization and the crop contract suggested by the Federal Bureau of Markets and Crop Estimates, were used by the non-stock, non-profit associations as the basis for organization. No form of a central selling agency exists at the present time, although an advisory board, composed of representatives of the several associations, has been appointed to handle the marketing problems. It is thought that the five associations will eventually be federated into one central organization.

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### DEPARTMENT WORKERS SPEAK BY RADIOPHONE

The Westinghouse Electric and Manufacturing Company, Newark, N. J., in addition to the daily market reports which it is broadcasting by radio-  
phone, is planning to further serve the public by including in its evening programs, short talks by various representatives of the United States Department of Agriculture located in New York City. The talks already scheduled cover a wide range of subjects, among which are: "The Marketing of Fruits and Vegetables in New York City," "How Much Meat New York Consumes and Where It Comes From," and "What Federal Meat Inspection Means to the American Public." This station is sufficiently powerful for its messages to be heard as far south as the Canal Zone, as far west as the Rockies, as far north as Northern Canada, and 1,600 miles out over the Atlantic Ocean. It is estimated that there are 500,000 receiving sets in this area.

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### SELLING OF GRADED PRODUCE RECOMMENDED FOR FARMERS' MARKET

Farmers selling produce on the Farmers' Market of Memphis, Tenn., are urged by J. H. Tull, Superintendent of City Markets, to grade their products carefully. "Proper grading of vegetables," Mr. Tull advises, "helps materially in increasing consumption." By raising the standard of quality it is thought that the consuming public will use more of the home-grown products while in season. Suggested grades for some of the more common vegetables have been drawn up by Mr. Tull and submitted to the growers for trial. Price quotations, based on the suggested grades, are posted on the bulletin-boards of the market each morning for the convenience of the farmers.



### EXTENT OF STUDY OF COOPERATION IN UNIVERSITIES OF COUNTRY

Courses in cooperation given by some of the leading colleges and universities in the United States are outlined in an article in the March number of the Labor Review, issued by the Bureau of Labor Statistics of the United States Department of Labor. In order to ascertain to what extent the subject of cooperation is being made a subject of study, a questionnaire was sent out to 33 institutions whose standing and geographic location made the inclusion of such a subject probable. Thirty replies were received, 25 of which indicate that cooperation receives attention either as a separate course or in connection with courses in such subjects as economics, labor problems, marketing problems and methods, farm management and organization. From the replies it was noted that in 18 of the 25 universities, cooperation is not accorded the value of the full course, although in some instances a considerable proportion of the allied course is devoted to cooperation. The study of cooperation seems to be of comparatively recent introduction into university curriculums. Some institutions report a marked interest by the students in this subject.

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### DEGREE OF SUCCESS OF COOPERATIVE STORE TO BE FORECASTED

A survey blank suitable for use in determining whether or not a community should start a cooperative store is one of the objectives toward which R. G. Knapp, Research Agent in Marketing, State College of Agriculture, Ithaca, N. Y., is working. It is proposed to study communities in which stores are about to be started noting the factors which seem to indicate success and those which point toward failure, then, after the store has been in operation long enough for its fate to have been decided, to note to what extent the factors first picked out actually determined the final result of the enterprise. It is believed that in this way information will be obtained which will make it a comparatively easy matter to determine in which communities the cooperative store has a fair chance of becoming a successful institution.

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### MUCH INTEREST SHOWN IN COTTON AND GRAIN EXHIBITS

The joint exhibit of cotton and grain recently displayed at the Louisiana State University, Baton Rouge, La., by the Federal Bureau of Markets and Crop Estimates, aroused much interest among the students. The cotton exhibit, which was explained by G. S. Meloy, Investigator in Cotton Marketing, shows the official United States grades for cotton, their comparative values, and the approved methods of grading and marketing. The Federal grain standards and the methods of grading according to these standards were demonstrated by K. B. Seeds, Specialist in Grain Marketing. These exhibits are being shown at the agricultural colleges in a number of the Southern States.

## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 3390, by Mr. Simmons of North Carolina, to provide credit facilities for the agricultural industry....Mr. Simmons states that this bill is intended to provide a system which will absorb and succeed the present War Finance Corporation, with greatly enlarged and extended powers.

S. 3385, by Mr. Edge of New Jersey, to regulate trade associations and for other purposes.

S. 3409, by Mr. Jones of New Mexico, to extend the powers of the War Finance Corporation.

S. J. Res. 188, by Mr. Edge of New Jersey, to create a committee to investigate existing conditions of industry and commerce in the United States for the purpose of recommending to Congress legislation defining the rights and limitations of cooperative organizations as distinguished from illicit combinations in restraint of trade. A similar resolution was introduced into the House by Mr. McArthur of Oregon.

H. Con. Res. 54, by Mr. Sinclair of North Dakota, to create a joint commission to investigate the subject of crop insurance with a view to determining the practicability of creating a Government crop insurance bureau.

Bills upon which action was taken during the week:

S. 3220, a bill to amend section 2 of the United States Warehouse Act, and S. 2579, a bill to provide for the publication of estimates of unginned cotton, have been reported out of the Senate Committee on Agriculture and Forestry.

The conference report on the Navy Radio Bill (H. J. Res. 7) extending the time during which Government radio facilities may be used for the handling of commercial and press messages until 1925, was adopted by the Senate.

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## UTAH AGRICULTURAL COLLEGE TO GIVE GRADUATE COURSES IN MARKETING

The very great interest in the subject of marketing has induced the officials of the Agricultural College of Utah, Logan, Utah, to supplement the undergraduate work in the field of marketing by offering three graduate courses in marketing. Although no special publicity has been given to these courses, twelve students are planning to take the graduate work next year. D. E. Robinson is head of the Department of Marketing of the School of Commerce and Business Administration of the College, and W. L. Wanlass, who serves the Federal Bureau of Markets and Crop Estimates as Research Agent in Marketing, is Dean of the School.



## CHIEF OF DELAWARE DIVISION OF MARKETS STUDYING FEDERAL METHODS

W. T. Derickson, Chief of the Division of Markets recently established by the Delaware State Board of Agriculture, Dover, Del., under authority contained in an act passed by the 1921 legislature, is spending a few days in the Washington office of the Federal Bureau of Markets and Crop Estimates to acquaint himself with some of the marketing methods and practices observed by the Federal Bureau, and to discuss with various commodity specialists the tentative program of work which the new division has outlined for the year. Mr. Derickson is a graduate of the Peirce School of Business, Philadelphia, and has had a number of years of experience in marketing, having conducted a brokerage business at Clarksburg, W. Va.

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## SCOPE OF MARKETING WORK IN VERMONT

The marketing work conducted by the State Bureau of Markets, Montpelier, Vt., includes the giving of assistance in organizing cooperative associations; collecting and disseminating information relative to the problems connected with the marketing and distribution of dairy and other agricultural products; locating new markets for farm produce and developing old ones; the holding of butter, milk, and cream scoring contests; and assisting in transportation problems. Articles, talks and exhibits pertaining to more efficient marketing methods are prepared from time to time, and the Vermont Creamery and Market News Letter is issued monthly.

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## PRIVATE FIRM TO BROADCAST GOVERNMENT CROP AND MARKET REPORTS

Crop and market reports, furnished by the Federal Bureau of Markets and Crop Estimates, will be broadcasted soon by radiophone from stations of the Midland Refining Company at Eldorado, Kans., and Tulsa, Okla. This daily information will be heard throughout southeastern Kansas and northern and eastern Oklahoma. The market news will include reports on staple fruits and vegetables in the Kansas City market; the Kansas City, Omaha and Chicago live-stock markets covering hogs, sheep and cattle; and the Kansas City and Chicago grain markets, including wheat, corn and oats.

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The April 5 issue of the Weekly Market Bulletin, the official publication of the State Bureau of Markets, Concord, N. H., marks the beginning of the second year of service of this news sheet. The names of approximately 2,500 persons are on the mailing list to receive the publication. It is the aim of the marketing officials to further strengthen the Bulletin so that it may be of the greatest service to the greatest number of persons.

## NEW YORK EXTENSION POLICY REGARDING COOPERATIVE MARKETING

M. C. Burritt, Vice-Director of Extension, State College of Agriculture, Ithaca, N. Y., in discussing in the March issue of the Extension Service News, the attitude of the Extension Service toward the subject of marketing, has given expression to the following: "The College has not lost sight of the fundamental fact that its function is primarily educational and that self-help is as essential here as elsewhere. Its object has been to teach and to demonstrate to groups of farmers how and by what means they could best work out their marketing and distribution problems. Farm Bureau, as well as College, assistance has been on a service basis, and the hope of local bureau and of the State federation, alike, has been to see established independent, self-contained marketing organizations, rather than units or branches of the Farm Bureau organization. Farm Bureaus desire to be helpful to these cooperatives in all proper educational ways, but they do not desire a share in their management or control."

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The marketing conference held during Farmers' Week at the University of Maine, Orono, Me., was presided over by C. M. White, Chief, State Division of Markets, Augusta, Me. Among the subjects discussed were: "Market Roads for Maine Products," "Which Shall I Ship, Milk or Cream?" and "Will the Pooling Plan Solve the Surplus Milk Problem?" Mr. White appeared on the pomological program, also given during the week, and spoke on the subject of "Markets."

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Lloyd S. Tenny, Assistant Chief, and Dr. Alexander E. Cance, Consulting Specialist, Federal Bureau of Markets and Crop Estimates, are attending a conference in Boston, Mass., called to consider the possibility of formulating a comprehensive program for studying in a systematic way the various New England marketing problems that are of vital importance to the logical development of that section of the country.

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Books on agricultural economics and marketing are included in a list of books and articles which the county agent leader in Minnesota has submitted to the county agents of the State as well worth reading. He suggests that local libraries be interested in ordering more books pertaining to agriculture and rural life.

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Requests are being received by the Federal Bureau of Markets and Crop Estimates that the radio market news reports on live stock sent west of Omaha, Nebr., be supplemented by quotations on grain and wool. Arrangements are being made to include grain information in the daily program sent from the Omaha radio station.



## MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

APR 19 1922  
U.S. DEPT. OF AGRICULTURE

April 19, 1922.

Vol. II, No. 16.

AN EFFORT IN BEHALF OF COLLECTIVE UNDERSTANDING AND AGREEMENT

A most interesting study of marketing problems is being conducted by Edward Nordman, Commissioner, State Department of Markets, Madison, Wis. He has summarized the conclusions of the staff of the Wisconsin Department of Markets, based on its two and one-half years of work. These conclusions are set forth in nine statements, each of which begins with the clause, "Is it not true that." The summary was prepared in question form in the hope of securing expressions of opinion from economists, business men, newspaper editors, administrators, and public spirited citizens, and thereby amassing additional data bearing upon the fundamental economic problems.

In a letter of transmittal the Commissioner says: "The Department feels that the particular problem involved in the improvement of markets is so complicated that only through collective understanding and agreement is it possible to arrive at a fundamental remedy for poor markets. As you are well aware, the means that have been applied until now have not improved a situation which affects not only the farmers but all the producing elements of society."

Among the questions asked are the following:

"(1) Is it not true that the farmers' market depends primarily upon the purchasing power of the American consumers, chiefly in the cities; and the market for manufactured commodities upon the purchasing power of the farmer and workers?"

"(2) Is it not true that if consumers do not earn enough as producers they cannot buy a sufficient quantity of farm products, thus leaving the farmer with an unsalable surplus on his hands?"

Question 4 deals with speculation and manipulation on the part of those having monopolies of the factors of production and distribution.

"(5) Is it not true that one of the worst phases of speculation, namely, that affecting the land, results in high priced land both in the cities and in the country, so that earnings must be spent for rent that should be spent for commodities?"

Question 7 deals with the stabilization of the monetary system, and question 8 with the shortcomings of our transportation system.

The conclusion is as follows: "An analysis of economic relationship shows, however, that the factor of demand constitutes by far the most important part of the marketing problem. Demand determines the price and indirectly the supply. Productive processes revolve around the market and the fluctuations of the latter are caused by fluctuations in the effective demand on the part of the consumers."

## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3445, by Mr. Simmons of North Carolina, to amend the act approved July 17, 1916, known as the Federal farm loan act.

H. R. 11229, by Mr. Appleby of New Jersey, to amend the act approved December 23, 1913, known as the Federal reserve act.

H. R. 11232, by Mr. Sisson of Mississippi, to amend section 12 of the act approved July 17, 1916, known as the Federal farm loan act.

Bills and resolutions upon which action was taken during the week:

S. 2579, by Mr. Harris, which requires the Department of Agriculture to publish an estimate of cotton remaining to be ginned on the same dates that the Director of the Census publishes statistics concerning the amount of cotton ginned, was passed by the Senate.

S. J. Res. 187, by Mr. Harris, relating to the publishing of additional cotton statistics was passed by the Senate.

H. R. 2238, a bill to amend the United States cotton futures act by inserting therein a new section for American-Egyptian cotton only, to be known as section 5a, was reported to the House from the Committee on Agriculture.

H. J. Res. 7, concerning the operation of Government owned radio stations, has been signed by the President.

Report No. 408, part 4, of the Joint Commission of Agricultural Inquiry, a report on marketing and distribution, was ordered to be printed.

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## VOTING UNIT IN CORPORATIONS

The case of *Simon Borg & Co., v. New Orleans City Railway Co.*, 244 Fed. 617, 619, directs attention to the fact that at common law a stockholder of a corporation has but one vote on questions coming before meetings of stockholders irrespective of the number of shares held by him. In the absence of a statutory provision on the subject or a suitable clause in the charter, the stockholders of a corporation are at liberty to determine what the voting unit at meetings of stockholders shall be; and if there is no provision, either statutory or otherwise, the common law rule prevails of one vote for each stockholder or member without regard to the number of shares which he may own. It is interesting to note that the generally accepted cooperative principle of one man one vote is simply an application of the common law rule on the subject.



### A MARKET NEWS SERVICE ON GRAPES TO BE ESTABLISHED

A plan for the cooperative collection and distribution of market news relating to grapes has been worked out for the grape producers of New York and Pennsylvania. The New York Department of Farms and Markets, the Pennsylvania Bureau of Markets, the Federal Bureau of Markets and Crop Estimates, and the growers in the grape-producing sections have formulated an agreement for conducting a comprehensive service for the coming season.

Market reporters will be stationed at Erie, Penn Yan and Westfield, who will collect daily information relative to shipments and f.o.b. prices and who will distribute information regarding shipments from the grape-producing sections of Michigan, Pennsylvania and New York. Information will be transmitted from point to point by telegraph and telephone and further distributed among the producers and shippers by telephone and local newspapers.

The Buffalo and New York City offices of the State Department of Farms and Markets, and the Erie office of the Pennsylvania Bureau of Markets will be utilized in the conduct of the work. The information regarding the shipment of grapes from competing sections and the marketing of grapes in the large receiving centers will be supplied by the Federal Bureau.

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### LIVE-STOCK MARKET NEWS STATION TO BE OPENED IN MISSOURI

Daily information on supplies, prices, and distribution of live stock, meats and other animal products at the principal markets of the country, will be furnished to Missouri producers, dealers and consumers, from St. Joseph, Mo., commencing about May 1, by the Missouri State Marketing Bureau and the Federal Bureau of Markets and Crop Estimates, according to a joint agreement just entered into by these two agencies. A loop of the leased wire of the Federal Bureau will be installed in the St. Joseph office over which the market information will be received. Mimeographed reports will be prepared and sent daily to persons in the State making request for the same. Reports of the St. Joseph live-stock market will be collected daily and sent over the leased wire to the principal markets of the country for further dissemination. The Federal and State Bureau will cooperate in defraying the expenses of this joint work.

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The Bureau of Markets and Storage of the State Department of Farms and Markets, Albany, N. Y., is collecting information relative to the organization and operation of the various municipal markets in the State as the first step in a plan to bring about a better correlation of this type of marketing work. The mayors of the cities of the State have been sent a questionnaire designed to bring out the more important facts in connection with the different local markets.

### A NEW ENGLAND RESEARCH COUNCIL PROPOSED

A New England Research Council for the stimulation and coordination of studies of economic problems connected with the supply of foods and other agricultural products of that section of the country was proposed at a conference in Boston, Mass., April 11. The tentative plan of organization contemplates the active support of the United States Department of Agriculture, the State departments of agriculture, agricultural colleges, universities and other public and semi-public institutions and organizations. Each institution or organization carrying on an approved research project would be eligible for membership in the council and would be entitled to one representative. According to the proposed plans, the United States Department of Agriculture would furnish an executive secretary who would maintain a central office, keep records of the different projects and the progress being made in the development of each, and be custodian of the material and data collected by the investigators working under the supervision of the council.

If organized, this council would serve in an advisory capacity only, and in no way attempt to control the activity of its members. Regular meetings of the council would be held for conference and transaction of any necessary business.

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### SURVEY OF CONTAINER INDUSTRY BEING MADE

A nation-wide survey of the box-making industry is being made by the standardization specialists of the Federal Bureau of Markets and Crop Estimates in connection with the contemplated standardization of fruit and vegetable crates and boxes. All manufacturers of fruit and vegetable crates and boxes have been requested to furnish the Federal Bureau with the material specifications for the various types of containers manufactured by them. Information is also desired as to the selling price f.o.b. wholesale and retail for the current season, the number of pounds or number of units of the commodity that the crate or box is designed to hold, the annual output of the factory for each type of container, and the section or sections of the country in which specified types of containers are used, as well as the names of large shippers using such containers.

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An effort is being made by Elmo Ragsdale, Extension Agent in Marketing, Atlanta, Ga., to teach the farmers in Northeastern Georgia who produce truck crops for sale in Southern Georgia and Florida during the summer months to grade and pack their products according to approved practices. He is planning to spend much of his time in this producing section during the shipping season working with growers and shippers. Just now he is assisting the growers in locating possible outlets for their prospective crops.



### TEXAS COTTON CLASSING SCHOOL TO FEATURE A COTTON EXCHANGE

A special feature of the summer school of cotton classing to be given by the Agricultural and Mechanical College of Texas, College Station, Tex., from June 12 to July 22, will be the operation of a cotton exchange. The exchange will have every facility of the modern cotton exchange and will be in charge of an experienced exchange operator. Information will be given on cotton, corn, wheat, oats, cotton-seed oil, lard, condition of crops, crop estimates and the money market. Lectures and explanations of the workings and operations of the exchange will be given from time to time by a member of the faculty. The exchange will be open all day and every student will have free access to it.

The course in cotton classing, as usual, is given for the purpose of instructing students in the grading and stapling of cotton. Those students who are especially interested in exporting will be taught how to conduct the office and bookkeeping work connected with an export business. A specialist from the State Market and Warehouse Department, Austin, Tex., will give lectures on the subject of cotton warehousing.

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### PRODUCERS' MARKET TO BE ESTABLISHED IN CHARLOTTE, N. C.

A producers' market is to be established in Charlotte, N. C., according to Gorrell Shumaker, Agent in Marketing, Raleigh, N. C. A careful survey was made by the various interested agencies and meetings held with producers in nearby sections to determine the actual need for such a market. Much interest has been shown in the movement, Mr. Shumaker states, and an organization has been formed to make the necessary arrangements. A site has been given rent-free for this purpose and plans are under way for the erection of a shelter shed. The City has agreed to lay down sidewalks and driveways and to police the grounds and look after the sanitary conditions of the market.

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Two newspapers in New Orleans, La., the "Times-Picayune," and the "Item," are broadcasting, by radiophone, market news which they receive by wire daily from the Washington office of the Federal Bureau of Markets and Crop Estimates. The reports contain a rather complete summary of the fruit and vegetable markets, and a brief review of the grain and live stock markets.

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The Warehouse and Marketing Bureau of the State Department of Mines, Manufactures and Agriculture, Little Rock, Ark., had an income of \$22,704.71 for the last fiscal year. Owing to a substantial balance brought forward from the previous year it was possible, after meeting the expenses of the last year, to carry \$2,112.56 forward for use in the current fiscal year.

## COOPERATIVE SHIPPING OF LIVE STOCK PROFITABLE IN ARKANSAS

The cooperative shipping of live stock is still creating a profit for farmers in Arkansas, reports T. Roy Reid, Live-Stock Specialist of the Extension Service of the University of Arkansas, Little Rock, Ark. In a recent shipment of three cars of hogs, 46 farmers consigned a total of 341 hogs from which they received a gross return of \$3,826.29. At the time these shipments were made the local markets were dull, hogs commanding only five cents a pound. It has been estimated that by the cooperative method of shipping, these farmers received \$1,209.67 more than could have been obtained locally.

"Cooperative shipping of live stock is saving the farmers of the State money," Mr. Reid is quoted as saying, "and is encouraging the production of more and better live stock, since there is always a market under this method of selling and the man with the animals of better grade gets the advantage of a better price on the larger markets."

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## TABULATED RECORD OF IDAHO STATE INSPECTION SERVICE

From July 1, 1921, to March 1, 1922, the inspection service of the Idaho State Bureau of Markets, Boise, Idaho, issued certificates of inspection on 13,161 cars of fruits, vegetables and hay. Of this number, potatoes filled 8,539 cars; apples, 3,055; prunes, 1,475; pears, 2; peaches, 23; cherries, 11; onions, 3; and hay 53. The largest number of inspections were made during September and October.

Since the inauguration of the Idaho Inspection Service, April 1, 1919, to March 1, 1922, the total number of inspections made amounts to 34,215 cars of fruits, vegetables and hay. The itemized classification is as follows: Potatoes, 18,834; apples, 8,423; prunes, 2,719; pears, 13; peaches, 146; cherries, 131; onions, 3; lettuce, 3; and hay, 3,893.

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A series of meetings with wool growers is being held in Virginia this week by J. H. Meek, Director, State Division of Markets, Richmond, Va. Mr. Meek is assisting the producers in formulating a plan for conducting their cooperative wool marketing operations on a larger scale than formerly. W. E. Doble, Assistant in Marketing Wool, Federal Bureau of Markets and Crop Estimates, is assisting Mr. Meek in conducting these meetings.

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Reports on the daily carlot shipments of onions are being sent by radio from the temporary market news field station which the Federal Bureau of Markets and Crop Estimates is operating at Laredo, Tex., to the State marketing agencies in Austin, Tex., where they are further disseminated from the powerful transmitting station at the University of Texas, Austin.



## SWEET POTATOES AND HOGS AS MONEY MAKERS

"Let Culls Pay Cost of Raising Sweet Potatoes" is the subject of a short article by W. H. Laney, Marketing Agent of the Extension Service, University of Arkansas, Little Rock, Ark., in the April number of the Extension Cooperator. Mr. Laney advises farmers in Arkansas, who have suitable land, to plant from one to three acres of sweet potatoes and to store and cure those grading United States No. 1 for home and market use, leaving the others in the field to fatten from three to fifteen hogs. By adopting this system, Mr. Laney believes that every farmer would have not only potatoes and meat for his home use, but also a money return from the No. 1 grade potatoes and from the surplus hogs. Mr. Laney further says, "The markets are glad to pay a good price for our fancy grades and packs but pay very poor prices for sweet potatoes of poor grade. Our second grade potatoes go on the market in competition with our No. 1's and reduce the quantity which the market will take and the price which it will pay for the No. 1's. There is no doubt but that the markets can take all of the No. 1 sweet potatoes which Arkansas will grow if we will cull out the low grades and market only the No. 1's. This does not mean that the poorer grades are to go to waste."

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"The Preparation of Peaches for Market" is the subject of Farmers' Bulletin, No. 1266, published this month by the United States Department of Agriculture. H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates, prepared the text for the publication. The bulletin is illustrated with 29 cuts and drawings describing the various steps in the process of picking, grading and packing peaches for market.

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A wool marketing demonstration is being planned by the county club agent whose headquarters are at Forman, N. D. Last year a North Dakota team, using the tentative wool grades of the Federal Bureau of Markets and Crop Estimates, won a championship at the Sioux City (Iowa) fair.

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Temporary field stations for the issuing of market news reports on strawberries probably will be opened by the Federal Bureau of Markets and Crop Estimates at Judsonia, Ark., and Humboldt, Tenn., about May 1, and at Monett, Mo., about May 5.

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Bulletin No. 117, "The Potato Industry in Nebraska," has just been received from the press by the State Bureau of Markets and Marketing, Lincoln, Nebr. The grading and storing of potatoes are discussed briefly in the bulletin.

William Cunning, Assistant Grain Supervisor in the Kansas City office of the Federal Bureau of Markets and Crop Estimates, resigned April 15 to take charge of the Grain Division of the Missouri State Marketing Bureau, with headquarters at Jefferson City, Mo. Mr. Cunning's new work will be largely along educational lines with reference to the Federal grain standards and their application. He is a native of Oregon, a graduate of the Oregon Agricultural College, and was in the Federal service for nearly five years, serving as grain sampler and supervisor. Part of the time he was in the Portland office of the Federal Bureau working with western grain and part of the time in the Kansas City office grading Mississippi Valley grain.

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H. E. Babcock, Professor of Marketing, New York State Agricultural College, Ithaca, N. Y., is spending a month in Bermuda, where, at the request of the Colonial Government, he is assisting the agricultural population of the Islands to increase its efficiency in the production and marketing of its crops.

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C. M. White, Chief, Maine Division of Markets, Augusta, Me., already is making plans for the Division's marketing exhibit at the Eastern States Exposition to be held in September, 1922. Maine has been represented at this Exposition for a number of years by attractive exhibits.

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Among the recent additions of slides and films to the Visual Instruction Library of the Iowa State College of Agriculture and Mechanic Arts, Ames, Iowa, is a film on the subject, "Wheat Grading Under Federal Supervision."

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Two students from Harvard University recently visited the Boston office of the Federal Grain Supervision to study the grading of grain according to Federal methods.

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Jay G. Diamond has been appointed as Agricultural Statistician in North Dakota. His headquarters will be at Grand Forks, N. D.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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April 26, 1922.

Vol. II, No. 17

## STANDARDIZATION DEMONSTRATIONS AT UNIVERSITY OF MARYLAND

Educational demonstrations in wool grading and in the standardization of fruits and vegetables will be included in the marketing program which is being planned for Farmers' Day at the University of Maryland, College Park, Md., May 27. The grading of wool according to the tentative United States grades will be explained by one of the wool specialists of the Federal Bureau of Markets and Crop Estimates. The standardization demonstration, which will deal with the factors that are considered in the grading of fruits and vegetables with particular reference to apples and potatoes, will also be given by a representative of the Federal Bureau. Arrangements for the marketing exhibits and demonstrations are being made by F. B. Bomberger, Assistant Director of the Extension Service of the University.

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## GOVERNMENT RADIO MARKET REPORTS IN DEMAND

Many requests for permission to broadcast the Federal market reports are being received by the Radio Market News Service of the Federal Bureau of Markets and Crop Estimates, from private concerns in those States where the State marketing agencies have taken no initiative in developing a radio market news service. While the Federal Bureau prefers to cooperate with the State agencies in working out plans for providing an adequate market news service in the various States, arrangements are being made with some of the private interests in order to give the reports the widest possible dissemination.

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## EXECUTIVE COMMITTEE OF STATE MARKETING OFFICIALS TO MEET IN WASHINGTON

The Executive Committee of the National Association of State Marketing Officials will meet in the Washington offices of the Federal Bureau of Markets and Crop Estimates, May 9 and 10, to discuss the various problems encountered in conducting marketing work. This will be the second meeting of the Committee held in Washington, the first having been in March of 1921. At that time fourteen State marketing officials from ten States attended conferences conducted under the leadership of the Executive Committee.

## MANAGERS OF LIVE-STOCK SHIPPING ASSOCIATIONS HOLD SHORT COURSE

The third annual short course for managers of live-stock shipping associations, held at Kansas City, Mo., April 4 and 5, was attended by about ninety managers and directors of live-stock shipping associations and county agents in Kansas and Missouri. This course was given cooperatively under the direction of the Kansas State Agricultural College, Manhattan, Kans., and the College of Agriculture of the University of Missouri, Columbia, Mo., and representatives of packing houses and commission firms in Kansas City. One feature of the program was a demonstration of the reason for the wide spread in price between the high and low grades of market stock. On the first day of the course animals from each grade and class of live stock bought by one of the large packing houses in the city on that day were brought into the live-stock pavilion and their relative merits explained to the managers. The next day, the managers were taken through the cooling rooms of the company where they saw the carcasses of these identical animals and were shown the difference in the amount of choice cuts of the various grades. A uniform system of accounts for shipping associations was inaugurated during the course.

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## MARKETING WORK CONDUCTED BY COUNTY AGENTS MUST BE EDUCATIONAL

The work along marketing lines which Illinois county agents perform must be from a purely educational standpoint, according to instructions issued by W. P. Handschin, Head of the Department of Agricultural Economics and Vice-Director of the Extension Service, College of Agriculture, University of Illinois, Urbana, Ill. Professor Handschin is quoted as follows: "A county agent may do anything in connection with marketing that serves a real educational purpose. He may find it best to scoop coal, collect bills, and sort out sacks of binder twine IF he feels satisfied that this is the best way to get over the educational idea of proper kind of market organization."

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Education along marketing lines forms one of the six projects which the Extension Service, College of Agriculture, Ohio State University, Columbus, Ohio, has included in its poultry extension work for this year. Demonstrations in approved methods of grading, packing, and storing eggs will be given in a number of counties.

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Temporary field stations for the issuing of market reports probably will be opened by the Federal Bureau of Markets and Crop Estimates, at the following points on the dates indicated: Hopkinsville, Ky., May 8, strawberries; Fort Valley, Ga., May 10, peaches; Charleston, S. C., May 15, potatoes.



### MARKET MEN SAMPLING TOBACCO IN WISCONSIN

The State Department of Markets, Madison, Wis., is conducting a tobacco sampling service under the rules and regulations of the Federal bonded warehouse act. Samples are drawn from cased tobacco, the sample being guaranteed as a true representation of the entire case. Licensed inspectors under a tobacco marketing specialist of the State Department have been located at two points where there are large quantities of tobacco to be sampled. Already the Department has received requests for the sampling of 4,093 cases. The service is rendered at a charge of 25 cents a case which is practically the cost of the service.

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### SHEEP TO BE SHEARED BY MACHINERY IN NEW MEXICO

Power machinery for shearing sheep will be used this Spring for the first time by a number of ranchers in New Mexico. C. A. McNabb, Extension Agent in Marketing, State College, N. M., with the aid of the county agents of the State, has been trying to interest the sheep growers of the State in the advantages of clipping the wool by machinery instead of by hand, of tying the fleeces separately, and of carefully grading the wool before sending it to market. He reports that the majority of growers have shown great interest in the approved methods of shearing and marketing wool.

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### NEW TERMS FOR USE OF STRAWBERRY INSPECTORS

Within a few days a "Strawberry Products Circular" will be issued by the Federal Bureau of Markets and Crop Estimates which will give the specifications to be used in writing inspection certificates. Small berries are defined as those less than  $3/4$  inch in diameter, medium berries from  $3/4$  to  $7/8$  inch, and large berries over  $7/8$  inch. Maturity will be described by the use of the terms, "immature," "ripe and firm," "ripe and soft," and the color will be defined by the terms, "poorly colored," "fairly well colored," and "well colored."

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### BULLETIN TELLS HOW TO DISPLAY FRUITS AND VEGETABLES

"Fruit and Potato Shows" is the title of Extension Bulletin No. 183A, recently issued by the Extension Service of the Colorado Agricultural College, Fort Collins, Colo. This bulletin, prepared by H. D. Locklin, Supervising Food Products Inspector, State Division of Marketing, Fort Collins, discusses such subjects as, rules for showing fruits and potatoes; displaying and arranging exhibits; varieties and classification of premiums; score cards and instructions on scoring; description of color, quality pack and other requirements.

## PROCEEDINGS OF STATE MARKETING CONVENTION PRINTED

The proceedings of the third annual convention of the National Association of State Marketing Officials, held in Chicago, Ill., November 28 and 29, 1921, has just been published. The following addresses delivered during the several sessions of the convention are given in full: "The Important Factors in Determining Standard Grades for Fruits and Vegetables," H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates; "Standardization and Inspection Service As It Has Developed in California," F. W. Read, Chief, Bureau of Standardization, California State Department of Agriculture; "The Relation of the Government Crop Reports to Marketing," Leon M. Estabrook, Associate Chief, Federal Bureau of Markets and Crop Estimates; "The Packers and Stockyards Act," Guy C. Smith, Swift and Co., Chicago; "Future Plans of the United States Bureau of Markets and Crop Estimates," Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates; "Problems Facing Cooperative Marketing Organizations and Suggestions for Their Solution," C. H. Gustafson, President, United States Grain Growers, Inc., Chicago; "The Function of the College Marketing Course in Relation to Marketing Problems," Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin. The reports of the various standing committees are also included in the publication.

A limited supply of copies is available for distribution and may be obtained from the Secretary of the Association, W. A. Munson, 136 State House, Boston, Mass.

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## NEW RADIO PUBLICATIONS AVAILABLE

A revision of the "Radio Information Circular, No. 1," has just been issued by the Radio Market News Service of the Federal Bureau of Markets and Crop Estimates. This circular, relative to the transmission and reception of broadcast radio crop and market news, has been prepared cooperatively by the Bureau of Standards of the United States Department of Commerce, and the Federal Bureau of Markets and Crop Estimates, for the use of those persons who are not specialists in radio communication but who wish to make use of it in the reception of crop and market reports. Maps showing the present location of radio broadcasting stations, and of radio inspection districts are included in the circular. A limited number of copies of the publication are available for distribution and may be obtained from the Washington office of the Federal Bureau.

A second circular, Circular Letter No. 44, in the series dealing with the construction of radio receiving equipment has been prepared and is ready for distribution. It is entitled, "Construction and Operation of a Two-Circuit Radio Receiving Equipment with Crystal Detector." Copies may be obtained from the Bureau of Standards, Department of Commerce, Washington, D. C.

Circular Letter, No. 43, "Construction and Operation of a Simple Radio Receiving Set," is exhausted in the mimeographed form, but is to be published soon in printed form as Bureau of Standards Circular No. 120.



### COOPERATIVE ASSOCIATION OBTAINS INJUNCTION

The case of Washington Cranberry Growers' Association v. Moore, 201 Pacific 773, decided by the Supreme Court of the State of Washington, involved the right of a cooperative association to enjoin a breach of its contract with a grower requiring the delivery of cranberries. Under the contract, the Cranberry Association was made the exclusive sales agent of those with whom it had contracts for the marketing and sale of the cranberries grown by them. The contract provided that the grower would not sell any of the cranberries grown by him outside of the association. The contract also contained a provision for liquidated damages. In affirming the judgment of the lower court granting an injunction, and thus preventing the sale of cranberries grown by the defendant outside of the association, the court said in part: "There is nothing in the contract or the operation under it that limits the production or controls the price in any particular locality....The contract and the delivery of berries under it not resulting in limiting the production, controlling, or fixing of the price in any particular market can not be said to be void as against public policy." It was argued that an injunction should not have been issued in this case because the contract provided for liquidated damages in case of its breach. The court said that if the contract showed an intention to rely upon damages, or if there was an adequate remedy at law, that an injunction would not be granted, but said that it was a question of intention, under each case to be deduced from the circumstances involved, and that if it appeared that the performance of the contract was intended and not merely the payment of damages in case of its breach, that it would be enforced. It was also claimed that inasmuch as specific performance of the contract would not be decreed as it would require the performance of continuous supervisory duties by the court, therefore an injunction would not be granted. The court held, however, that this did not prevent the issuance of an injunction restraining a breach of the contract although this indirectly operated to accomplish the same result as specific performance.

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### FIRST ORDER UNDER PACKERS AND STOCKYARDS ACT

The first final order by the Secretary of Agriculture under the packers and stockyards act, recently issued, was directed against the St. Louis Live-Stock Exchange and the principal order buyers, dealers and traders at the East St. Louis National Stockyards, about 110 in all. The order, which was issued after a hearing at the stockyards and prolonged conferences, directs those against whom it runs to cease using any scheme or device whatever to hinder the independent commission companies from freely buying and selling live stock and to cease hindering order buyers and dealers from buying live stock from the independent companies. The penal provisions of the packers and stockyards act can be invoked against any of the 110 who may violate any of the provisions of the order.

During the fiscal year, 1920-21, the Wisconsin Department of Markets, Madison, Wis., devised standard accounting systems for cheese factories and creameries. These were in addition to the systems devised the preceding year for warehouses and live-stock shipping associations. Arrangements have been made to have the recommended forms carried in stock by local printing establishments. As a result of the field work of the Department's accountants, the uniform accounting systems have been installed in 17 warehouses, 8 cheese factories, 3 creameries, and one shipping association.

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The Pennsylvania State Bureau of Markets, Harrisburg, Pa., and the Federal Bureau of Markets and Crop Estimates, are cooperating in preparing marketing information to be broadcast daily from the transmitting station of the Diamond State Fibre Company, near Philadelphia, Pa. The market reporters contributing information to this radio news service prepare the reports from a purely local view-point. The program includes market quotations on fruits, vegetables, live stock, meats and dairy products.

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"Marketing Broom Corn" is the title of Department Bulletin No. 1019, of which G. B. Alguire, Assistant in Marketing Hay and Broom Corn, Federal Bureau of Markets and Crop Estimates, is the author. The bulletin discusses the preparation of broom corn for market, marketing at country points, sampling, country storage, transportation, and cooperative marketing.

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W. P. Hartman, Director, State Bureau of Foods and Markets, Lansing, Mich., has been promoted to the position of Deputy Commissioner, Department of Agriculture, by the Governor of the State. Mr. Hartman will continue to be in charge of the marketing and inspection work of the Department. J. A. Doelle has been promoted from Deputy Commissioner to Commissioner.

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Porter R. Taylor, Acting Director, Pennsylvania Bureau of Markets, and G. A. Stuart, who is in charge of the grain standardization work being conducted by the State Bureau, recently visited the Washington offices of the Federal Bureau of Markets and Crop Estimates to discuss with division leaders and others, plans for more intensive marketing work in Pennsylvania.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



STATE AND FEDERAL

# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 3, 1922.

Vol. II, No. 18.

## COST OF MARKETING POTATOES IN NEW YORK STATE TO BE STUDIED

A cooperative study of the cost and methods of marketing potatoes in New York State will be made during three or four months this summer by the marketing division of the State College of Agriculture, Cornell University, Ithaca, N. Y., and the Federal Bureau of Markets and Crop Estimates. Dr. C. E. Ladd, Professor of Farm Management, has been cooperatively employed to conduct the study under the title of Research Agent in Marketing. During the early part of May, Dr. Ladd will spend a few days in the Washington office of the Federal Bureau conferring with the Cost of Marketing Specialists relative to the potato marketing studies made in other sections of the country. His study will be conducted among cooperative associations and individual shippers, securing information relative to their marketing methods and in working out adequate accounting systems. It is hoped that after the preliminary work of this summer the study may be continued over a period of five or more years.

Paul L. Miller, Research Agent in Marketing, University of Minnesota, St. Paul, Minn., who made a similar study in that State, will be in Washington during Dr. Ladd's visit in order to participate in the various conferences to be held in connection with the potato marketing studies.

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## WESTERN STATES TO HOLD CONVENTION OF AGRICULTURAL WORKERS

A convention of representatives of the departments of agriculture in the far-western States will be held in Sacramento, Calif., May 29-June 2, at the call of the California State Department of Agriculture, for the purpose of discussing the various policies to be adopted by the departments for the coming year and to consider present and future cooperation with the United States Department of Agriculture. Much attention will be given to discussions on the subjects of grading, standardization and shipping-point inspection. Already the States of Arizona, New Mexico, Colorado, Nevada, Utah, Idaho, Oregon, Washington, Montana and Wyoming, have accepted invitations to participate in these meetings. Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Markets and Crop Estimates, is planning to attend the meeting in order to confer with the marketing men and to discuss with them problems of mutual interest. It is hoped to make the convention an annual event.

## FIVE DISTINCT MARKETING PROJECTS FOR NEW MEXICO

Five definite marketing projects have been prepared by C. A. McNabb, Agent in Marketing, State College, N. M., under which he proposes to conduct his work during the present calendar year. Briefly they are as follows:

1. Encourage the adoption of improved practices in preparation of wool for market, thereby increasing the commercial value of New Mexico wools and eliminating needless waste.
2. Assist with the formation of live-stock shipping associations where individual carlot shipments of live stock are not practical.
3. Assist the broom corn growers in Curry, Quay and Union Counties (the chief broom corn producing sections in the State) in forming associations for the purpose of improving the present methods of production, harvesting, threshing, baling, storing and marketing.
4. Give such assistance as may be needed in order to strengthen co-operative associations already in existence.
5. Encourage sweet clover and Sudan grass pastures as an aid to marketing grain sorghums, the aim being to utilize surplus grain sorghums for feed in lieu of shipping to distant markets. Individual farmers will be interested, when possible, in planting at least two and one-half acres each of sweet clover and Sudan grass.

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## CHARTS TO ASSIST GEORGIA FARMERS IN MARKETING PRODUCE

Included in the Extension Special, which the Extension Division of the Georgia State College of Agriculture, Athens, Ga., issued under date of April 15, are mimeographed copies of a number of tables furnished by the Federal Bureau of Markets and Crop Estimates showing the carlot shipments, by months, of some of the principal farm commodities, from different producing sections of the country, for the season 1921. This information, the Agents in Marketing have given out for the benefit of the farmers and county agents of the State who have made inquiries as to what fruits and vegetables can be grown in Georgia for market when other States are not shipping heavily. The charts given are for sweet potatoes, onions, peaches, cantaloupes, watermelons, and white potatoes.

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## COUNTY AGENTS IN CALIFORNIA GIVEN RANK AS ASSISTANT PROFESSORS

County agents in California have been given rank of Assistant Professors in the University of California, Berkeley, Calif., and are entitled to the privileges of the resident teaching force, under the new reorganization plan for the extension work in that State. Accordingly, one county agent, who has served eight years in county agent work, has been granted sabbatical leave which he is planning to spend in Europe studying rural co-operation. This is the first instance in the history of the work that such recognition has been given a county agent.



### FEDERAL TENTATIVE WOOL GRADES TO BE TESTED

A wool grader will be sent to Texas about the middle of May by the Federal Bureau of Markets and Crop Estimates to conduct investigations relative to the practicability of using the Federal tentative grades in classing Texas wools. A study of the types of mohair grown in Texas will also be made by an investigator in wool marketing, in order to secure data which can be used as a basis for the establishment of tentative grades for mohair.

In cooperation with the Virginia Division of Markets, Richmond, Va., a Federal wool grader will give a series of demonstrations in wool grading beginning about the first of June and lasting approximately three months. The grades proposed by the Federal Bureau will be used in the demonstration work which will be done largely in connection with the associations formed by Virginia wool growers for marketing purposes.

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### FEDERAL GRADES FOR FRUITS AND VEGETABLES COMMAND INTEREST

Much interest is being shown by Florida growers this season in the grades for fruits and vegetables proposed by the Federal Bureau of Markets and Crop Estimates. After thorough investigations and conferences with growers and members of the trade, followed by extensive field tests of the grades, the Federal Bureau to date has recommended grades for the following fourteen fruits and vegetables: barrelled apples, peaches, strawberries, cabbage, cucumbers, celery, lettuce, Bermuda onions, northern-grown onions, white potatoes, sweet potatoes, tomatoes, cauliflower and asparagus. The grades recognize principally the variations in market quality instead of emphasizing the differences in size, as was formerly the custom.

Copies of the grade specifications for the different commodities may be obtained from the Federal Bureau of Markets and Crop Estimates.

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### OFFICIAL GRADES FOR IDAHO FARM PRODUCTS ISSUED FOR 1922

The 1922 handbook of the "Official Grades for the Standardization of Idaho Farm Products," has been issued by the Bureau of Markets, Idaho State Department of Agriculture, Boise, Idaho, to become effective July 3, 1922. The official grades for the sale and shipment of the following farm products are included in the handbook: cherries, peaches, apples, Italian prunes, potatoes, head lettuce, hay, alfalfa meal, wheat and seeds. The rules and regulations covering the Idaho bonded warehouse act are also given. The Idaho law pertaining to the standardization of farm products and the portions of the United States food and drugs act relating to the marking of food in package form are likewise included. A sample copy of the farm products inspection certificate as issued by the Idaho Department of Agriculture is enclosed in the handbook.

## INTEREST IN RECEIVING MARKET NEWS BY RADIO INCREASES

The broadcasting by radiophone of market reports prepared by the Ohio Division of Markets and Marketing, Columbus, Ohio, began Monday, April 24, from Dayton, Ohio. These reports are being sent out so as to reach the farmers, county agricultural agents, managers of shipping associations, and others interested in receiving them, in the southern part of the State. It is stated by George U. Marvin, Chief of the State Division of Markets, that arrangements are being made for broadcasting from a second station to be located in Toledo. This market news program is being supported by the Extension Division of the Ohio State University and by the Ohio Farm Bureau Federation. The details are now being worked out for a State-wide broadcasting program to be conducted cooperatively by the three agencies.

Programs for the broadcasting of market news by radio are being worked out by the Federal Bureau of Markets and Crop Estimates with several of the State marketing agencies. The South Dakota State College of Agriculture, Brookings, S. D., is making arrangements to inaugurate, in the near future, a radio market news service. The Florida State Marketing Bureau, Jacksonville, Fla., has requested the Federal Bureau to assist in formulating a market news program for the State of Florida. A license has been granted to the Iowa State College of Agriculture, Ames, Iowa, for the broadcasting of the Federal market, weather and crop reports. This service will be started shortly.

Requests for licenses to broadcast the Government market reports by radio continue to be received by the Federal Bureau of Markets and Crop Estimates from both official and private agencies. Two newspapers in Fort Worth, Tex., and one in Dallas, Tex., have just been granted licenses to broadcast the reports from their transmitting stations. The reports will include local cotton information obtained direct from the Government cotton representative stationed in Dallas. The disseminating of market information on other commodities is awaiting the development of arrangements with the State marketing agencies in Texas and the Federal Bureau.

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## THE MEANING OF COOPERATION IN VIRGINIA

The meaning of cooperation to the farmers of Virginia is set forth in an article entitled, "The Needs of the Farmer Today," which appears in the April issue of the Extension Division News, published by the Virginia Polytechnic Institute, Blacksburg, Va. The article, which was prepared by one of the district agents, includes the following statement: "What does cooperative marketing mean? First, stabilizing grade and price and selling each day as the world needs. Second, processing and housing so that banks can lend money with the product as security. Third, affording a scientific method of regulating production to meet the demands of consumption. To be able to stabilize his grades and in a reasonable way put a price upon his products will make the farmer the master of his own industry. As an individual seller the farmer has never been able to finance the marketing of his crops."



## WISCONSIN'S MARKET NEWS SERVICE

A rather elaborate market news program is being worked out by the Wisconsin Department of Markets, Madison, Wis. A daily bulletin made up of reports received by leased wire and weekly review of general market information, is mailed regularly to approximately 3,000 farmers, dealers, cooperative associations, and others. In addition, ten individual service reports are furnished daily. A semi-monthly Market News Letter is sent to 4,500 individuals, besides being furnished to farm publications with a combined circulation of 60,000. The number of persons reached by the newspapers carrying the leased wire reports is estimated at 447,497. The radio market reports prepared and disseminated by the Department are received by 85 stations located within the State and 25 stations outside the State.

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## CUCUMBER GROWERS APPROVE FEDERAL GRADES

The cucumber growers, especially in the States of Alabama, Florida, North Carolina and South Carolina, are showing great interest in the grades proposed by the Federal Bureau of Markets and Crop Estimates. A South Carolina produce exchange is building a large central packing house where all cucumbers will be packed according to the Federal grades under the supervision of a representative of the Federal Bureau. This plant will commence operating about June 1. A truck growers' association in North Carolina is also building a warehouse and installing a grading machine to be used in packing cucumbers. Federal grades and Federal supervision will be applied at this packing house also.

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The uniform accounting system for cooperative live-stock shipping associations, devised by specialists of the Iowa State College of Agriculture, Ames, Iowa, has been adopted by forty associations. One county alone has five organizations which are using this system of records. This accounting system, the College authorities state, is not to be considered as an end in itself, but as a means of promoting efficiency in the marketing of livestock. It was devised for the purpose of providing managers with facts needed in deciding upon business policies.

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"Self-Service in the Retailing of Food Products" is the subject of Department Bulletin No. 1044, issued this month by the United States Department of Agriculture. The bulletin discusses the principles of self-service, their application to the retail distribution of foodstuffs, and the results obtained through their application. The publication is based upon data obtained from investigations made by F. E. Chaffee, formerly Investigator in City Marketing, and McFall Kerbey, Assistant, Federal Bureau of Markets.

CONSENT DECREE ENTERED IN CALIFORNIA ASSOCIATED RAISIN CO. CASE

The suit which has been pending against the California Associated Raisin Company has been terminated by the entry of a consent decree. In September, 1920, the Government brought suit against this company, charging it with monopolizing and restraining trade in violation of the anti-trust laws. On September 22, 1920, a stipulation was entered into in lieu of an injunction requiring the Raisin Company to release more than one-fourth of its holdings of raisins (forty thousand tons) to competitors and to abandon the "firm at opening price" contract and those involving guarantees against decline. It was also required to announce through advertisements in the newspapers of Fresno County, Calif., its willingness to release all grape growers who claimed that they were coerced into signing contracts with it. The consent decree which has been entered enjoins and restrains the Raisin Company from eliminating or decreasing competition in interstate or foreign commerce in raisins or raisin grapes by the purchase, lease or control of the plant of any competitor or by means of any contract or concert of action with an existing or prospective competitor. It is also enjoined from securing or attempting to secure contracts with growers of raisin grapes by means of coercion or duress, or which eliminate or restrict or prevent others from freely competing to secure contracts with the growers of raisin grapes in California. All contracts entered into with raisin growers must contain a provision authorizing the grower to terminate the contract at the end of the first three years thereof or at the end of any two year period thereafter; making or entering into contracts for the sale of raisins under which the quantity of raisins to be delivered to any purchaser or the price to be paid therefor is to be subsequently determined by the Raisin Company in accordance with the practice known as "firm at opening price" or under which the Raisin Company agrees to indemnify any purchaser against loss on account of a future decline in the market price of raisins, are forbidden; purchasing or agreeing to purchase raisins or raisin grapes from a competitor for the purpose of enabling the Raisin Company to fix the price of such product or to diminish competition; agreeing or combining either among themselves or with others to lessen or eliminate the supply of raisins or decrease the production or supply of raisin grapes or to diminish competition through the destruction or waste of raisins or otherwise; making a contract with a competitor for the packing of raisins exclusively for the Raisin Company with an agreement of "exclusive dealing"; making a competitor the agent of the Raisin Company with authority to sell raisins or raisin grapes at fixed prices or excluding or preventing a competitor from marketing raisins or raisin grapes for himself or another; making contracts under which the purchaser is obliged to resell raisins or raisin grapes at prices fixed in advance of such resale; making it a condition of any agreement or understanding that the purchaser of raisins or raisin grapes shall not deal in the products of a competitor of the Raisin Company, are all enjoined. Jurisdiction over the case was retained by the court for the purpose of enforcing the provisions of the decree or of modifying the same in case any of its provisions should be found inappropriate or inadequate. Two of the most significant elements involved in the decree are that the "firm at opening price" contracts must be abandoned and that the resale prices of raisin grapes or raisins can not be fixed by the company.



MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3517, by Mr. McKinley of Illinois, and H. R. 11452, by Mr. Denison of Illinois, to appropriate \$1,000,000 for the purchase of seed-grain and live stock to be supplied to farmers in overflowed areas of the United States.

S. 3521, by Mr. Ladd of North Dakota, to prohibit the transportation and sale of field seeds in packages not properly branded.

S. 3522, by Mr. Pittman of Nevada, to extend for six months the powers of the War Finance Corporation to make advances under the provisions of the Act.

S. 3518, by Mr. Norris of Nebraska, and H. R. 11478, by Mr. Jefferis of Nebraska, to promote the sale of pure seeds.

H. R. 11411, by Mr. King of Illinois, to provide credits to secure the successful production and profitable and orderly marketing of agricultural products and live stock in the United States.

H. R. 11415, by Mr. Sinclair of North Dakota, to amend the United States grain standards act.

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EXAMINATIONS FOR AGRICULTURAL STATISTICIANS ANNOUNCED

Open competitive examinations for the positions of Agricultural Statistician and Assistant Agricultural Statistician in the Federal Bureau of Markets and Crop Estimates, at salary ranges of \$2,000-\$3,600 a year, and \$1,800-\$2,250 a year, respectively, have been announced by the United States Civil Service Commission for June 7 and 8, 1922. Competitors for these examinations will be rated on the following subjects: principles of agriculture; statistical calculations and methods; education, experience and fitness. Eligibles who attain a general average of at least 80 per cent will be placed on the register for Agricultural Statistician and those who attain a general average of less than 80 per cent will be placed on the register for Assistant Agricultural Statistician. Further information may be obtained from the United States Civil Service Commission, Washington, D. C.

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Temporary field stations probably will be opened by the Federal Bureau of Markets and Crop Estimates at Bowling Green, Ky., May 8, and Brawley, Calif., May 25, for the issuing of market reports on strawberries and cantaloupes, respectively.

## COOPERATIVE FEATURES OF EUROPEAN AGRICULTURE TO BE STUDIED

In order to study the cooperative features of European agriculture, particularly in the Scandinavian and North-Central European countries, Chris Lauriths Christensen has been given a temporary appointment by the Federal Bureau of Markets and Crop Estimates, as Assistant in Cooperative Agriculture. Mr. Christensen is a graduate of the University of Nebraska, with the B.S. degree in Agriculture, and during the present academic year has been taking post-graduate work at the University of Copenhagen and the Royal Agricultural College, both in Denmark. His study of cooperative agriculture in Europe will involve the collection of historical and statistical data of the cooperative organizations. Mr. Christensen's headquarters will be in Copenhagen, Denmark.

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Lantern slides showing the various phases of live-stock marketing were a feature of the one-day short courses for managers of live-stock shipping associations held recently in two Iowa counties, under the direction of the extension specialists of the State College of Agriculture, Ames, Iowa. Round table discussions were held where suggestions were considered for strengthening the efficiency of the shipping business.

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The report regarding agricultural and live-stock conditions and finance in this country, made by Eugene Meyer, Jr., Managing Director, War Finance Corporation, Washington, D. C., to the President of the United States, has been issued in printed form. The report is based upon an investigational trip which Mr. Meyer made recently through the States west of the Mississippi River.

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A. L. Jerdan, Extension Agent in Marketing, College of Agriculture, University of Tennessee, Knoxville, Tenn., is spending a few days this week in the Washington office of the Federal Bureau of Markets and Crop Estimates, conferring with the specialists of the Bureau in regard to the marketing problems arising in his State.

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Plans are being made to open a curb market at Greensboro, N. C., about the middle of May, for the sale of surplus farm produce. E. B. Garrett, Farm Demonstration Agent with the North Carolina State College of Agriculture, Raleigh, N. C., is assisting the local interests in establishing the market.

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 10, 1922.

Vol. II, No. 19.

## MARKETING MEN FROM FOURTEEN STATES IN WASHINGTON

State marketing men from fourteen States are attending the meeting of the executive committee of the National Association of State Marketing Officials in the offices of the Federal Bureau of Markets and Crop Estimates, May 9 and 10. The States and their representatives are as follows:

- Florida, L. M. Rhodes, Commissioner, State Marketing Bureau, Jacksonville.
- Delaware, W. T. Derickson, Chief, Division of Markets, Dover.
- Maine, C. M. White, Chief, Division of Markets, Augusta.
- Maryland, F. B. Bomberger, Specialist in Marketing, and S. B. Shaw, Specialist in Horticulture, University of Maryland, College Park.
- Massachusetts, W. A. Munson, Director, Division of Markets, Boston, and R. J. McFall, Extension Professor in Marketing, Massachusetts Agricultural College, Amherst.
- Minnesota, Paul L. Miller, Research Agent in Marketing, University of Minnesota, St. Paul.
- Missouri, D. C. Rogers, Associate Marketing Commissioner, Jefferson City.
- New Jersey, Alexis L. Clark, Chief, Bureau of Markets; H. B. Banford, Transportation Specialist, and Kenneth Hankinson, Organization Specialist, Bureau of Markets, Trenton.
- New York, H. D. Phillips, Director, Bureau of Markets and Storage, Albany; Charles R. White, Director, Bureau of Cooperative Associations, Albany; C. E. Ladd, Professor of Farm Management, State College of Agriculture, Ithaca.
- Ohio, George U. Marvin, Chief, Division of Markets, Columbus.
- Pennsylvania, Porter R. Taylor, Acting Director, Bureau of Markets, Harrisburg.
- Tennessee, A. L. Jerdan, Extension Agent in Marketing, College of Agriculture, Knoxville.
- Virginia, J. H. Meek, Director, Division of Markets, Richmond.
- West Virginia, W. H. Somers, Chief, Bureau of Markets, Charleston.

The first day of the meeting was spent in discussing problems connected with the inspection of farm products and with questions of publicity. Among the questions that are scheduled for consideration on May 10 are a number arising out of the present nation-wide movement in behalf of cooperative marketing.

## CALIFORNIA DIVISION OF MARKETS IS STRONG FOR COOPERATIVE ACTIVITY.

The type and amount of work being done by the California Division of Markets, Sacramento, Calif., is well brought out in a report just issued, covering the last six months of 1921. During this period the Division assisted thirteen associations in solving difficult problems. For instance it assisted the Turlock Melon Growers in finding a market at time of a glut; the California Alfalfa Growers' Exchange with a reorganization program; the California Honey Producers' Cooperative Association in adjusting financial affairs; the Rice Growers' Association with reorganization work; the Poultry Producers of Central California with a membership campaign; the Asparagus Growers in organizing; the Sebastopol Apple Growers' Union to amend its by-laws; the California Almond Growers' Exchange in tariff hearings before Congress; the Associated Olive Growers to develop a cooperative selling plan; the California Canning Peach Association to reorganize; the Poultry Producers of Southern California to dispose of additional capital stock; the Sonoma-Martin Potato Growers' Association in organizing, the Merced-Stanislaus Sweet Potato Growers' Association to reorganize under amended by-laws.

The attitude of the officials of the Division regarding cooperation is summed up in the following paragraph taken from the report:

"It seems apparent that the Division of Markets can be used to no better advantage than in giving aid to the organization and maintenance of associations for the cooperative marketing of the food supply of the State. It is a pleasure to report that the older organizations, particularly those with large and efficient marketing machinery, have done so well during the past season that they have imposed little or no work upon this Division. Perhaps the greatest contribution of these powerful bodies to the common welfare has been the encouragement their success has given to the development of the principle of cooperative selling, not only in this State but throughout the Union."

Ben S. Allen, formerly with the Federal Food Administration has been appointed by the Division to direct an educational campaign in behalf of cooperative selling and buying among producers and consumers.

The Division of Markets assisted in an investigation of the cost of distributing milk in Los Angeles. As a result of the investigation, and the report based upon the same and the subsequent publicity, the price of milk dropped from 17 cents to 16 cents and ultimately to 14 cents.

A market news service has been established in San Francisco with O. W. Holmes, formerly with the Federal Bureau of Markets, in charge. Information for daily reports is collected and disseminated.

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Fifteen to twenty wool pools have been formed in Tennessee this year and already eleven sales have been scheduled. This is a larger number of sales than was held last year, A. L. Jordan, Extension Agent in Marketing, Knoxville, Tenn., reports. It is estimated that from 150,000 to 200,000 pounds of wool will be handled through these pools. The general plan of procedure is for each pool to select a marketing committee which will attend to the selling immediately after the grading.



## TEACHING THE THEORY AND ART OF COOPERATION

The class in cooperative marketing at the State College of Agriculture, Cornell University, Ithaca, N. Y., has been organized into different mock cooperative associations in order to study actual problems. At present the members of the class are organized as the Western New York Growers' Cooperative Packing Association. The members have elected from their number a board of directors presided over by a president. Definite propositions raising questions of policy are prepared by Professor H. E. Babcock who is giving the course and are presented to the mock association for consideration and for decision by the board of directors. The decisions of the board are reviewed by the entire membership of the organization and their merits passed upon.

The propositions prepared by Professor Babcock are such as the real associations being studied have to struggle with. For example, among the six laid before the board of directors at their meetings on May 2 and 4 were the following: "There is interest in organizing central packing house associations at 55 loading points in Western New York. Shall we adopt an aggressive policy and set up as many of these as possible so that they will be ready to do business by fall?" "During the past year we packed 95 varieties of fall apples and 93 varieties of winter apples. Handling so many small pools added considerably to our expense. Should anything be done to remedy this situation?" "At Hilton where we already have a local, another group of growers has incorporated and desires to become a member of our association. Shall we admit them thus giving that community two votes? What shall be our policy in the future relative to the organization of more than one association at a shipping point?"

As soon as the members of the class familiarize themselves with the more important problems connected with one type of cooperative association they are organized into another with new directors and officers. A detailed report is prepared by the members of the class in connection with each association. Arrangements have been made whereby some officer of the real association that is being studied goes over these reports and returns them with comments in order that the various matters may be given further consideration in the light of the points brought out by the officer of the real association.

It is proposed in this manner to study the larger of the cooperative associations now functioning in New York State. It is believed that in this way there will be developed candidates from whom managers and assistant managers can be selected in the future as they are needed for the development of agricultural cooperation.

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Marketing is to be the main subject to be considered at the conference of the New England extension workers to be held at Storrs, Conn., probably on the dates of June 15, 16 and 17. H. J. Baker, Director of the Extension Service of the Connecticut Agricultural College, Storrs, is preparing the program. This will be the third annual conference of the New England extension workers.

### PUBLICITY, PUBLIC MEETINGS, AND IMPROVED RAILWAY SERVICE

The Colorado State Division of Markets and the horticultural department of the Colorado Agricultural College, Fort Collins, Colo., are arranging to cooperate with the agricultural agent of the Colorado and Southern Railway Company in putting on a vigorous campaign to reduce the losses that occur in the marketing of fruits and vegetables. It is proposed that during May and June publicity matter will be issued regarding the possibilities of improving prevailing conditions. This publicity will be followed by a series of meetings with growers, shippers and railroad men. The campaign will reach its climax in August when the shipments reach their maximum. It is hoped that the peak load can be handled without serious difficulty. Two hundred new modern refrigerator cars have been ordered for delivery in time to be used in moving the 1922 crops.

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### CLEVELAND AND TOLEDO BEING COVERED BY STATE MARKET REPORTERS

The Ohio Division of Markets and Marketing, Columbus, Ohio, has stationed market reporters at Cleveland and Toledo. These men cover the markets in the two cities and prepare reports for the local and State papers and also reports to be sent broadcast by radiophone. H. G. Kraus, the Cleveland reporter, has had considerable experience in marketing work, having been connected with a commission firm. C. W. Pierce started the Toledo radio service May 4. He has had training in newspaper work which makes him well fitted for the development of a service which will reach the public very largely through the daily press.

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### WOOL POOLS BEING FORMED IN VIRGINIA

Wool growers in Virginia are assembling their wool for grading at eight different points this year, the largest pool being at Alexandria, Va. K. A. Keithly, Agent in Marketing, Division of Markets, Richmond, Va., has been devoting a large portion of his time trying to interest the growers in grading their wool according to approved practices. A wool classifier from the Federal Bureau of Markets and Crop Estimates has been assigned to Virginia to conduct investigations relative to the use of the Federal tentative grades in connection with the local pools.

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The Extension Service of Purdue University, La Fayette, Ind., is contemplating establishing a market news service for the State of Indiana. W. A. Wheeler, In Charge, Radio News Service, Federal Bureau of Markets and Crop Estimates, goes to Purdue University the latter part of this week to confer with the extension workers relative to the establishment of the proposed service.



## COMPILATION OF CONSUMER'S COOPERATIVE SOCIETIES IN NEW YORK

The Bureau of Cooperative Associations of the New York State Department of Farms and Markets, Albany, N. Y., assisted the Consumer's League of New York, New York City, in compiling the information contained in the bulletin entitled, "Consumers' Cooperative Societies in New York State" just issued by the League. This bulletin contains a brief review of the extent of consumers' cooperation and a short account of the history of the successful cooperative associations of this type in New York. Other topics covered in the publication are, "Cooperatives that Failed," "False Cooperatives," "How To Start a Cooperative Enterprise in New York State," and the "Present Trend of Cooperation."

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## FARMERS' CONVENTION IN TENNESSEE TO DISCUSS MARKETING.

The subject of marketing will be one of the leading topics discussed at the annual East Tennessee Farmers' Convention to be held May 16-18. The Extension Service of the University of Tennessee, Knoxville, Tenn., has been assisting in preparing the program. L. M. Rhodes, Commissioner, State Marketing Bureau, Jacksonville, Fla., will be one of the main speakers. The farmers in this section of the State, on account of local conditions, have been rather slow to show much interest in the cooperative method of marketing their produce. It is hoped to present to them at this time, some of the fundamental principles of cooperative marketing.

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## GRAIN GRADING COURSE TO BE GIVEN IN OKLAHOMA

A short course in grain grading and marketing will be given May 22-27, by the Experiment Station of Oklahoma Agricultural College, Stillwater, Okla. A grain grader from the Kansas City office of the Federal Bureau of Markets and Crop Estimates will give demonstrations in grading grain according to the United States grades. The marketing of grain will be considered also during the course. A farmers' cooperative grain marketing association will hold its semi-annual meeting at this time, and has expressed a desire to study the grading methods used by the Federal inspectors.

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In connection with his work with cooperative marketing organizations in Georgia, M. C. Gay, State Agent in Marketing, Georgia College of Agriculture, Athens, Ga., is planning to spend a week or two the early part of June with the Eastern Shore of Virginia Produce Exchange at Onley, Va., to study their marketing methods. Mr. Gay probably will also visit New York City, Philadelphia, Baltimore and Washington to observe how Georgia produce is received at these markets.

## LIABILITY OF OFFICERS OF A CORPORATION

The officers and directors of a corporation are bound by the restrictions imposed upon the corporation by its charter and by-laws, and if they transgress such restrictions are liable for all damages resulting to the corporation therefrom. In the case of Fergus Falls Woolen Mills Co. v. Boyum, 136 Minn. 411, 162 N. W. 516, the articles of incorporation limited the indebtedness which the corporation might incur to half the amount of the capital stock actually paid in. The manager, who was also a large stock holder, contracted debts in excess of this amount. It was claimed that the corporation suffered a loss by reason of the excess indebtedness, and the corporation brought suit against the manager to recover the amount of the loss alleged to have been sustained, and recovered a judgment for \$3,000 against him. The principle applied in this case is just as applicable to incorporated cooperative associations as to corporations of any other type. For an incorporated cooperative association is just as much a corporation as an incorporated organization formed to manufacture automobiles or any other article.

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## AN INCREASED APPROPRIATION FOR FEDERAL MARKETING WORK

The appropriation bill for the United States Department of Agriculture has been passed by both Houses of Congress and sent to the President for approval. The bill provides for combining the work of the Bureau of Markets and Crop Estimates and the Office of Farm Management and Farm Economics under a bureau to be known as the "Bureau of Agricultural Economics." The bill provides an appropriation for the combined bureaus of \$3,556,183. This is an increase of more than \$100,000. The larger items making up the total are: Grain Standards Act, \$538,623; Marketing and Distributing Farm Products, \$474,400; Market News Service, \$390,160; Farm Management and Farm Economics, \$325,000; Crop and Live Stock Estimates, \$279,000; Market Inspection of Perishable Foods, \$175,000; and Cotton Futures Act, \$138,831.

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## EXAMINATION FOR COST OF MARKETING SPECIALISTS ANNOUNCED

An open competitive examination for Assistant Marketing Specialist (Cost of Marketing Investigations) to fill vacancies in the Federal Bureau of Markets and Crop Estimates at salaries ranging from \$2,100 to \$3,000, has been announced by the United States Civil Service Commission for June 21, 1922. Competitors will be rated upon the following subjects: practical questions relating to cost of marketing studies in the field; thesis or discussion; and education, training and experience. Further information regarding this examination may be obtained from the United States Civil Service Commission, Washington, D. C.



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

H. R. 11493, by Mr. Towner of Iowa, H. R. 11517, by Mr. Young of North Dakota, and H. R. 11511, by Mr. Black of Texas, all amending the War Finance Corporation Act.

H. R. 11494, by Mr. Vinson of Georgia, H. R. 11548, by Mr. Dunbar of Indiana, and H. R. 11074, by Mr. McFadden of Pennsylvania, all amending the Farm Loan Act.

H. R. 11534, by Mr. Appleby of New Jersey, amending the Federal Reserve Act.

Bills upon which action was taken during the week:

S. 2775, a bill to extend for one year the powers of the War Finance Corporation to make advances under the provisions of the Act, was passed by the Senate.

S. 2775, amending the War Finance Corporation Act, to provide relief for producers of and dealers in agricultural products, was reported out of the Committee on Banking and Currency of the House.

H. R. 11452, a bill to appropriate \$1,000,000 for the purchase of seed grain and live stock to be supplied to farmers in overflowed areas was reported out of the Committee on Agriculture of the House.

Unanimous consent was given in the Senate to the printing of the report by Eugene Meyer, Jr., managing director of the War Finance Corporation, on agricultural and live-stock conditions and finance, as a Senate document.

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## PROGRESS MADE IN DISTRIBUTING EXCESS WOOL PROFITS

Up to May 1, 1922, the Federal Bureau of Markets and Crop Estimates had received approximately 4,950 complete reports of 1918 wool transactions from country dealers. In addition detailed reports were secured from 78 distributing center dealers who handled the 1918 clip. Of the number reporting it was found that 1,054 dealers had made excess profits. A total of \$619,035.08 has been collected from dealers on account of profits made in excess of those allowed by the United States Government when it took over the 1918 wool clip. The refunds to wool growers to May 1, 1922, have amounted to \$313,032.68. The balance of the money which has been collected as well as that which remains to be collected, will be distributed so far as possible to those growers to whom refunds are due. Total ascertained excess profits to be handled amount to approximately \$1,430,000.

"Cooperative Marketing" is the subject of Circular No. 115 issued by the Extension Division of the College of Agriculture, University of Kentucky, Lexington, Ky. O. B. Jesness, Chief, Section of Markets, who is author of the publication, has treated the subject under the following general headings; Purpose of Cooperative Marketing; When to Organize; Essentials of Success; Cooperative Marketing and the Cooperative Marketing Law; Existing Associations and the New Cooperative Marketing Law. The text of the cooperative marketing law, signed by the Governor of the State, January 10, 1922, is given in full.

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A revised form of by-laws for farmers' cooperative marketing associations has been prepared in mimeographed form by the Federal Bureau of Markets and Crop Estimates and will soon be ready for distribution. Also a suggested form of a bill for use by States authorizing the establishment of grades and standards for agricultural products and for the containers therefor is being prepared, copies of which may be obtained in a few days.

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Plans for the inauguration of an inspection service in connection with the marketing of farm products are being made by the State Division of Markets and Marketing, Columbus, Ohio, according to an announcement in the May 6 issue of the Market News and Exchange Bulletin. It is proposed to request an appropriation from the next legislature for the purpose of establishing the work.

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A radio station for the transmission of market, weather and crop reports will be established soon by the Extension Service of the Clemson Agricultural College, Clemson College, S. C. The county agents of the State will be equipped with receiving sets in order that they may receive the daily reports for further dissemination.

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Temporary field stations for the issuing of market reports probably will be opened by the Federal Bureau of Markets and Crop Estimates at the following points on the dates indicated: Ocala, Fla., May 18, watermelons; Jacksonville, Tex., June 1, tomatoes; and Crystal Springs, Miss., June 1, tomatoes.

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H. S. Maddox, Chief, Division of Markets, State Department of Agriculture, San Francisco, Calif., resigned from his position, effective May 1.

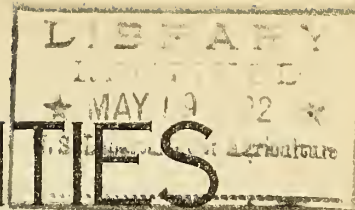
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LLOYD S. TENNY,  
Assistant Chief of Bureau.



STATE AND FEDERAL

# MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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May 17, 1922.

Vol. II, No. 20.

## WORK OF MASSACHUSETTS DIVISION OF MARKETS

An organization chart of the Massachusetts Division of Markets, 136 State House, Boston, Mass., recently prepared, shows seven distinct lines of work. They are identified as, market news, standardization, city marketing, regulatory work, transportation, cost-of-distribution studies, and cooperative organization work. The market news reports on both wholesale and retail markets are disseminated by the press, by mail and by radio. The standardization work is directed toward uniformity of both grades and containers for farm products. Aid is given to terminal, public and roadside markets in perfecting their marketing methods. Under regulatory work is included the enforcement of the grading and public market laws. Shippers are assisted in securing better transportation services through the efforts of the Division in securing cars and expediting shipments. Cost-of-distribution studies are being made by the Division in cooperation with the Federal Bureau of Markets and Crop Estimates. Aid is given to the cooperative organizations of the State whenever requested. These various lines of work are carried on by means of personal interviews, press articles, lectures, exhibits, and charts.

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## GEORGIA EXTENSION AGENT STUDIES FLORIDA MARKETING METHODS

Florida methods of grading and packing fruits and vegetables for shipment were studied by Elmo Ragsdale, Extension Agent in Marketing, Athens, Ga., during a recent trip which he made to that State. He visited some of the chief producing sections where he observed the manner in which the produce was gathered in the fields, taken to the packing houses and there graded and packed for shipment to large central markets. Of special interest was a precooling plant where an ice-water cooling system is used. The ice-water passes over the vegetables, cooling them in about 36 minutes, as compared with the cold-air system which sometimes requires as much as 24 hours. Mr. Ragsdale's itinerary included stops at Hastings, Tampa, Stanford, Lakeland and Plant City. At Lakeland he attended the meeting of the State Horticultural Society.

## THE NEW JERSEY POLICY REGARDING ORGANIZATION

Alexis L. Clark, Chief, State Bureau of Markets, Trenton, N. J., in his annual report for 1921, just published, discusses the work of the Bureau under the headings, standard grades, cooperation, transportation, milk marketing, and market reporting. Cooperation is discussed in part as follows:

"Apparently three factors must be borne in mind: law, business, and human nature. A cooperative association must be organized legally, must conduct itself in accordance with State and Federal restrictions, and must take advantage of every sound business principle. If it is going to succeed it must perform certain services better and more cheaply than they are now being performed. It must also hold the loyalty of its members and be able to govern itself wisely. The most recent studies show conclusively that small beginnings are much more apt to prove successful than large ones.

"We are advocating in New Jersey, as most authorities are advising elsewhere, that no attention be paid to securing a monopoly or a large proportion of a crop to be sold. On the other hand, we urge that a few growers of a certain crop who have confidence in each other come together into an organization. If some growers of the same crop in other sections care to do the same thing, it is possible for these two or more organizations to federate. With a dependable product and a sound business policy, the marketing problems of these farmers should be solved. These small groups are able to enforce proper grading and other measures which an organization of several hundred members finds it impossible to accomplish for several years. There is no special limit in size to the growth of these associations, but to begin with a large group seems almost helpless."

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## SHRINKAGE OF WATERMELONS IN TRANSIT TO BE INVESTIGATED

Tests to determine shrinkage of watermelons in transit will be conducted in Georgia during this shipping season, by a representative of the Inspection Service of the Federal Bureau of Markets and Crop Estimates. Georgia watermelon shippers filed a number of complaints last year regarding the weights as certified to by the Federal inspectors stationed at some of the central markets. It is hoped from these tests to determine the percentage of shrinkage of watermelons while in transit. It is possible that a study of the grading practices used in packing and shipping Georgia watermelons may also be made during the shipping season this year.

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"Study Manner and Time to Market Hogs for Best Results" is the subject of the leading article in the April number of the Farmers' Market Bulletin, published cooperatively by the North Carolina Department of Agriculture, and the State College of Agriculture and Engineering, Raleigh, N. C. The cooperative method of selling hogs is recommended as the logical way for small producers to dispose of their surplus hogs at satisfactory prices.



## EXTENT OF FIELD WORK OF THE FEDERAL BUREAU

During the current fiscal year the Federal Bureau of Markets and Crop Estimates has had field men stationed in approximately 130 cities and towns, conducting various lines of work. In nearly 100 of these, the work has continued throughout the greater part of the year.

The market news reports on fruits and vegetables have been issued from 14 permanent offices and from 33 temporary field stations. The live-stock and meat reports are issued from 9 permanent offices, the dairy and poultry products reports from 7, and the cotton reports from 5.

Food products inspectors have been maintained at 32 of the important central markets of the United States and in addition inspections have been made at more than 100 points designated by the Secretary of Agriculture. Butter inspectors have been maintained at 5 of the most important butter markets of the country and a cheese inspector has been stationed at Fond du Lac, Wis., the center of one of the most important cheese producing sections of the country.

Offices have been maintained at 36 cities for the enforcement of the United States grain standards act, in 6 for the enforcement of the cotton futures act, and in 8 in connection with the administration of the United States warehouse act.

In addition to the foregoing, the Federal Bureau has been conducting investigational and extension work in 30 States in cooperation with various State marketing agencies.

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## MARKETING TO BE CONSIDERED AT KANSAS EXTENSION CONFERENCE

The program for the Extension Conference which is being given this week at the Kansas State Agricultural College, Manhattan, Kans., contains several marketing subjects. "The Relationship of the County Agricultural Agent to Marketing Activities" will be discussed by A. J. Meyer, Director of the Extension Service, Columbia, Mo. R. M. Green, Associate Professor of Agricultural Economics, Kansas Agricultural College, will explain "What to Look for in Market Reports." "A Radio Broadcasting Station for the Agricultural College," and "Radio Receiving Equipment for the County Agent's Office" are two subjects of interest which will be considered during one session of the Conference. During the time devoted to home economic topics consideration will be given to the subject, "The Problems of Marketing Farm Home Products."

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Recently issued statistics bearing upon the cooperative extension work in agriculture give the expenditures for extension work in marketing for the years 1915 to 1920, inclusive. The total amount of funds spend by Federal, State and local extension agencies for marketing work for the fiscal year ending June 30, 1915, was \$2,298.60; for 1916, \$20,493.57; 1917, \$50,237.47; 1918, \$104,268.49; 1919, \$163,927.62; 1920, \$179,620.88.

## PACKERS AND STOCKYARDS ACT CONSTITUTIONAL

The constitutionality of the Act of Congress, approved August 15, 1921, known as the packers and stockyards act, so far as that statute provides for the supervision by Federal authority of the business of the commission men and of the live-stock dealers in the great stockyards of the country, was recently passed upon and upheld by the Supreme Court of the United States in two cases which were considered together and with reference to which one opinion was rendered. Stockyard owners, commission men and dealers are recognized and defined by the act and the two latter are required to register. "The act requires that all rates and charges for services and facilities in the stockyards and all practices in connection with the live stock passing through the yards shall be just, reasonable, non-discriminatory and non-deceptive, and that a schedule of such charges shall be kept open for public inspection and only be changed after ten days notice to the Secretary of Agriculture, who is made a tribunal to inquire as to the justice, reasonableness and non-discriminatory or non-deceptive character of every charge and practice, and to order that it cease, if found to offend.....The Secretary is given power to make rules and regulations to carry out the provisions, to fix rates or a minimum or maximum thereof and to prescribe how every packer, stockyard owner, commission man and dealer shall keep accounts."

The plaintiffs averred that the Secretary of Agriculture had given notice to plaintiffs to register and that he had announced proposed rules and regulations, prescribing the form of rate schedules, the required reports, including daily accounts of receipts, sales and shipments, forbidding misleading reports to depress or enhance prices, prescribing proper feed and care of live stock, and forbidding a commission man to sell live stock to another in whose business he is interested, without disclosing such interest to his principal. The packers and stockyards act in addition to providing for the regulation of commission men and dealers at the live-stock yards seeks to regulate the business of the packers done in interstate commerce and forbids them to do a number of harmful acts including acts relative to controlling prices or establishing a monopoly. It constitutes the Secretary of Agriculture a tribunal to hear complaints and make findings thereon, and to order the packers to cease any forbidden practice.

The packers and stockyards act is based upon the interstate commerce clause of the constitution. One of the suits was brought by commission men doing business at the live-stock yards in Chicago and the other was brought by live-stock dealers doing business at the live-stock yards in that City. They claimed that they were not engaged in interstate commerce and that consequently they were not subject to regulation under the packers and stockyards act.

The Court said: "The origin of the live stock is in the West, its ultimate destination known to, and intended by, all engaged in the business is in the Middle West and East either as meat products or stock for feeding and fattening. This is the definite and well-understood course of business.....Whatever amounts to more or less constant practice, and threatens to obstruct or unduly to burden the freedom of interstate commerce is within the regulatory power of Congress under the commerce clause....."



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 3563, by Mr. Capper of Kansas, to provide credit facilities for the preservation and development of the live-stock industry of the United States.

S. 3578, by Mr. Simmons of North Carolina, to provide credit facilities for the preservation and development of the agricultural industry, including live stock, in the United States.

S. Res. 290, by Mr. Heflin of Alabama, authorizing the President of the Senate to appoint a committee of five members to investigate the operations of the cotton and grain exchanges.

H. J. Res. 323, by Mr. Aswell of Louisiana, to appropriate \$500,000, or so much thereof as may be necessary, for the purchase of suitable planting seeds to be supplied to farmers in overflowed areas of the United States, said amount to be expended under rules and regulations prescribed by the Secretary of Agriculture.

Bills and resolutions upon which action was taken during the week:

H. R. 10730, an act making appropriations for the Department of Agriculture for the fiscal year ending June 30, 1923, was signed by the President on May 11.

H. J. Res. 7, to amend section 2 of the joint resolution to authorize the operation of Government owned radio stations for the use of the general public, has been signed by the President.

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## STATES MAY PROTECT THE REPUTATION OF THEIR PRODUCTS

The Circuit Court of Burnett County, Wis., recently imposed a fine upon the Rosander Company, a Minnesota corporation, for shipping 240 sacks of Badger potatoes without the official tags showing the grade as required by the laws of Wisconsin. The fine with costs amounted to \$285. Criminal proceedings have been instituted against five cheese dealers of Dodge County, Wis., for shipping Wisconsin cheese to Chicago without the State certificate of grade. The Wisconsin Department of Markets, Madison, Wis., claims that it has the legal right to insist upon the inspection laws of that State being observed with respect to products shipped from that State in order that Wisconsin may protect the reputation of its products. The Supreme Court of the United States, in passing upon a case involving a Florida statute which prohibits the shipment from that State of oranges which are unfit for human food, said in upholding the statute that the State of Florida had a right to protect the reputation of Florida products in that way.

## INTEREST IN MARKET NEWS BY RADIO SPREADS

The contemplated program for broadcasting market reports from Memphis, Tenn., will begin this week. The "Memphis Press" cooperating with the Reichman-Crosby Company, an electrical firm, will compile and broadcast the reports. Telegrams regarding the market conditions of fruits, vegetables, live stock, and other commodities, at the important market centers of the country, will be sent to the Memphis newspaper from the St. Louis office of the Federal Bureau of Markets and Crop Estimates, and this information, together with local conditions as reported by the food products inspector and the cotton representative of the Federal Bureau, located in Memphis, will be prepared in form for broadcasting.

The radio broadcasting program for Florida has been perfected by a cooperative arrangement between the Florida State Marketing Bureau, the "Florida Times-Union," and the Southeastern Radio Company. The marketing information will be furnished to the radio company by the State Bureau, which will compile the reports received from the Federal Bureau of Markets and Crop Estimates, as well as prepare the reports regarding local marketing conditions.

The Public Service Corporation, Roswell, N. M., is receiving daily telegrams regarding market conditions from the Kansas City office of the Federal Bureau of Markets and Crop Estimates and disseminating the information over the State by radio. The cost of the telegrams is borne by the corporation.

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## EXTENSION METHODS STUDIED BY MASSACHUSETTS DIVISION OF MARKETS

W. A. Munson, Director, Division of Markets, Boston, Mass., is making a study of the approved methods of conducting extension work in the different States, so as to educate the producer, middleman and consumer how to use intelligently the marketing services of the State bureaus of markets now available to them. Mr. Munson is particularly studying the methods employed in promoting the work of State bureaus along the lines of standardization, cooperation, transportation, market and crop reporting, storage, and cost of distribution.

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Slight errors were made in copying the figures for the items in the agricultural appropriation bill as given in the issue of State and Federal Marketing Activities for May 9. The correct figures are as follows: Grain Standards act, \$536,223; Marketing and Distributing Farm Products, \$471,200; Market News Service, \$405,000; Crop and Live Stock Estimates, \$325,000; Farm Management and Farm Economics, \$291,707; Market Inspection of Perishable Foods, \$175,000; and Cotton Futures act, \$146,540.



## REPORT OF NEW JERSEY MARKETING CONFERENCE PRINTED

The report of the marketing conference held by the New Jersey State Bureau of Markets at Trenton, N. J., last January, is contained in Bulletin No. 30, just published by the State Department of Agriculture. The following addresses on marketing and related subjects are given in the bulletin: "The Present Economic Situation and the Farmer," by Dr. E. W. Kemmerer, Professor of Economics and Finance, Princeton University; "Progress of Standardization in New Jersey," by Douglas S. Dilts, Specialist in Market Grades, State Bureau of Markets; "Progress in the Standardization of Grades for Milk and Eggs," by Paul B. Bennetch, Specialist in Dairy Products Marketing, State Bureau of Markets; "Progress of Standardization in Wisconsin," by L. G. Foster, Assistant Director, Wisconsin Department of Markets; "Progress of Standardization Throughout the United States," by H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates; "Progress of Farmers' Cooperation in the United States," by Lloyd S. Tenny, Assistant Chief, Federal Bureau of Markets and Crop Estimates. The annual report of Alexis L. Clark, Chief, State Bureau of Markets, is also contained in the bulletin.

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## EGGS MARKETED COOPERATIVELY IN A MINNESOTA COUNTY

The marketing of eggs cooperatively is being given special attention by the county agent in Dodge County, Minn. The Minnesota Cooperative Creamery Association, Inc., is assisting in the work of organizing the producers for the shipping of eggs in carload lots. In connection with this work arrangements are being made to hold meetings at the various cheese factories which are affiliated with the State Cheese Producers' Association. This association will equip a special floor of its warehouse for the egg work.

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M. F. Arnold has been appointed as deputy to L. M. Jeffers, who is in charge of the grain standardization work of the Division of Markets, Department of Agriculture, Sacramento, Calif. Mr. Arnold, who was at one time connected with the Portland, Ore., office of the Federal Bureau of Markets and Crop Estimates, has been connected for the past three years with a large grain company in the Northwest as a grain grading expert.

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Gorrell Shumaker, Agent in Marketing, Raleigh, N. C., and Elmo Ragsdale, Extension Agent in Marketing, Athens, Ga., are in Washington this week conferring with specialists of the Federal Bureau of Markets and Crop Estimates, regarding the various marketing problems arising in their States.

A State inspection service on potatoes probably will be established in South Dakota for the coming season, according to plans which are being made by F. M. Byrne, State Commissioner of Agriculture, Pierre, S. D. The State of South Dakota has formerly adopted the Federal grades for potatoes, grains and other products.

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Students from a nearby high school recently visited the Oklahoma City office of the Federal Grain Supervision to study the Federal method of grading and classing grain. Several members of this class propose to enter the grain judging contest to be held at the Oklahoma Agricultural College, Stillwater, Okla., May 22-27.

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Nelson C. Hall, Accountant, Department of Markets, Madison, Wis., will be in Washington next week to confer with specialists of the Federal Bureau of Markets and Crop Estimates relative to formulating plans for a study of the cost of marketing milk in Wisconsin.

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A list of the cooperative associations in New York State is being compiled by C. R. White, Director, Bureau of Cooperative Associations, Department of Farms and Markets, Albany, N. Y. As soon as completed, the list will be published in form available for distribution.

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South Carolina has adopted, as the official grade standards for the State, the grades recommended by the Federal Bureau of Markets and Crop Estimates for tomatoes, cucumbers, peaches, celery, lettuce, asparagus, white potatoes, sweet potatoes and onions.

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The dates for the third annual conference of the New England extension workers have been set for June 28, 29 and 30, at Storrs, Conn. This conference will be devoted to discussions on the subject of marketing.

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L. A. Carlisle, Agent in Marketing, State Bureau of Markets, Concord, N. H., is collecting data for a bulletin dealing with the cooperative marketing and purchasing agencies in New Hampshire.

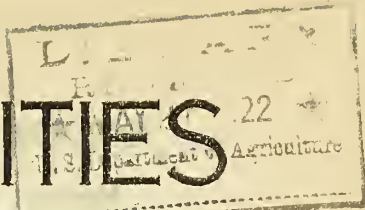
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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



May 24, 1922.

Vol. II, No. 21.

## FARMERS ORGANIZE TO IMPROVE CONDITIONS IN NEW YORK PUBLIC MARKETS

Dissatisfied with conditions of the New York City public markets, the farmers from nearby territories, with the assistance of marketing specialists of the New York City office of the State Department of Farms and Markets, have just completed plans for an organization to be called the "New York Market Growers' Association." This organization includes the majority of farmers who bring fruits and vegetables to the farmers' public markets of that City. For years the conditions in these public markets have been very unsatisfactory to the farmers and it has become increasingly expensive for them to bring their products into the City and sell direct to retailers or jobbers. The chief aim of the new association is to reorganize the farmers' public markets so as to fulfill the purpose for which they were originally intended.

A program for accomplishing this end has been adopted by the association and committees appointed for each of the various markets. It is the contention of the farmers that the development of large wholesale and jobbing sections around the open market places has more or less overshadowed the original plan of the market as a place of direct sale for the products of nearby farmers. Because of this and of indifference on the part of the public and lack of organization on the part of the farmers, many evils have grown up in connection with the administration of these market places which the new association hopes to correct with the aid of consumers' organizations and agencies interested in food distribution problems. The association wants to eliminate from the farmers' markets the speculators who bring in produce shipped from distant sections and sell it as fresh nearby produce. Eventually they hope to work out some plan for disposing of the surplus supplies from the nearby sections during the heavy season of production in such a way that the consumer may gain some advantage from conditions that force the farmers to sell their produce at very low prices. The association hopes to correct the prevailing practices of paying numerous unofficial fees for services of very little value. In some cases these fees make it unprofitable to the farmers to bring their produce to market. The sanitary conditions of the markets will also be improved.

In addition to making a complete survey of the conditions of the New York City public markets, the association plans to make a special study of methods recently introduced in the administration of public markets in other cities.

## WOOL MARKETING DEMONSTRATION TEAM SUCCESSFUL IN NORTH DAKOTA

Members of the boys' and girls' clubs in North Dakota, organized with the assistance of the Extension Service of the North Dakota Agricultural College, Agricultural College, N. D., are learning to solve some of the fundamental problems concerning agriculture through their demonstration teams. In order to prove that club members can handle a subject dealing with the marketing of farm products, the club agent in Sargent County last year organized a wool-marketing team. The demonstrations which this team gave were concerned chiefly with the factors which make it possible to put a high class merchantable product on the market. The boys first explained the advantages of possessing a flock of sheep producing a uniform grade of wool. Such factors as careful feeding, elimination of foreign matter and prevention of external parasites were discussed in detail. While the members of the team were unable actually to shear a sheep, they demonstrated many of the factors to be considered at shearing time. They tied fleeces with and without the tying board; they showed the different kinds of twine and clearly demonstrated the value of using paper twine; they finally sacked the wool, using a sacking rack. While demonstrating the sacking of wool, they considered such factors as having the fleeces in each sack of one grade in so far as possible. They showed the value of sacking the tags, dead fleeces, black and gray fleeces separately. After showing the approved way of closing a sack with ears on the corners, they marked a sack ready for shipment to a cooperative pool. In addition to the foregoing, the boys showed the different grades of wool to be found in North Dakota, clearly demonstrating what constitutes a grade.

It is interesting to note that the members of this team were farm boys and had never seen a demonstration until they took up the wool marketing project. This team, last year, competed in the county, in the State, and in an interstate contest at Sioux City, Iowa, and won first place in every instance in competition with teams demonstrating various phases of agricultural subjects.

Another wool marketing demonstration team will be trained this year, as well as teams handling problems relating to marketing other farm products.

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The Market News and Exchange Bulletin, published weekly by the Ohio Division of Markets and Marketing, Columbus, Ohio, is giving wholesale prices for live stock, fruits, vegetables, butter, eggs, grain, hay and feed for the more important markets to which Ohio products are sent, including Chicago and Pittsburgh.

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The agricultural colleges in 45 of the 48 States are giving courses in agricultural economics or allied subjects this year. In the case of most of the States a number of different courses are offered, including studies in marketing, cooperation, farm management and commercial geography.



## MISSOURI REGIONAL WOOL POOLS DESCRIBED IN BULLETIN

The manner in which the Missouri wool pools were operated in 1921 is given in Bulletin No. 10, entitled, "Wool Marketing Through Regional Pools," just issued by the State Marketing Bureau, Jefferson City, Mo. Regional pools were operated in Missouri in both 1920 and 1921. Reports show that the Northwest Missouri Wool Pool at St. Joseph, Mo., had an operating expense in 1920 of 2-7/10 cents a pound, while in 1921, the expense was reduced to 2-1/10 cents a pound. Approximately one thousand growers from seventeen different counties consigned their wool to this pool in 1921. The pool has a warehouse sufficiently equipped to handle the large quantities of wool sent to it.

For the past two years the pooled wool has been graded by classifiers who were employed by the State Marketing Bureau and the Federal Bureau of Markets and Crop Estimates to demonstrate to the Missouri farmers the grading of wool according to the United States tentative wool grades. After the wool was graded, it was offered for sale at auction. "It is known that wool on which bids of 10 cents a pound were made sold in the pool for 19 cents, and wool on which bids of 7 cents a pound were made sold in the pool for 15 cents a pound. It is safe to say that the wool sold through the regional pools brings what it is worth according to the wool market."

Following the sale and shipment of the wool, the big undertaking of settling with all the shippers begins. This is done by first recording in the record books the prices received for each grade. Then the number of pounds in each grade is multiplied by the price. The total amount for each shipper is thus secured.

It is planned by the interested marketing agencies in the State to continue the regional pooling plan again this year and to urge the establishment of two or three more pools in addition to the two already in existence. The State Marketing Bureau is planning to cooperate in the grading of the wool at the pools in 1922 in the same manner it has conducted that free service for the past two years. "It is through this grading service that the Missouri wool producers are being taught wherein more money can be realized by better management of their farm flocks."

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"Federal Tentative Wool Grades" is the subject of a five-page mimeographed circular prepared by George T. Willingmyre, Specialist in Marketing Wool, and R. H. Elsworth, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates. Copies of the circular are available for distribution.

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Some suggestions for the procedure to be followed in organizing and operating a sweet potato growers' cooperative marketing association have been issued in mimeographed form by M. Hull, Sweet Potato Specialist, Extension Service, Louisiana State University, Baton Rouge, La.

### RADIO CLUB WORK IN COLORADO PROVES WORTH WHILE

The subject of receiving market news and other information by means of radio is discussed at some length in the May number of the Boys' and Girls' Club News, issued by the Extension Service of the Colorado Agricultural College, Fort Collins, Colo. A portion of one article reads as follows: "It has been found that to demonstrate better the radio work, the demonstration can be very successfully carried on through the formation of boys' and girls' radio clubs. It makes a splendid opportunity to contribute to the solution of supplying the farm with needed information. Such clubs may be formed whose duties and whose demonstrations will help in disseminating daily information on weather forecasts, crop conditions, and market conditions to others around them, both through the medium of wireless telephones and by the use of the common telephone. Each member will set up radio receiving outfits, and not only demonstrate their usefulness to others, but also receive information and send it out by telephone or through local notices to other members of the club and farm homes in the vicinity."

Boulder County, Colo., already has five radio clubs in operation. The county club agent reports many instances of how the boys become interested in radio work when other lines of club work have failed to appeal to them.

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### EXCLUSIVE WAVE LENGTH FOR BROADCASTING RADIO NEWS

All weather, crop, and market reports broadcast by either privately-owned stations or stations operated by State agricultural colleges and State bureaus of markets are now being broadcast on a wave length of 485 meters. The United States Department of Commerce, which is charged with licensing operators and stations and with assigning wave lengths, believes that the exclusive use of 485 meters wave length for broadcasting these reports will eliminate much of the interference heretofore encountered by persons receiving the reports. The wave length of 360 meters for general broadcasting of entertainment programs and the like has not been changed. These wave length assignments are temporary pending the passage of Federal legislation relating to radio broadcasting.

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### WAYS TO MARKET DAIRY PRODUCTS SET FORTH

Some of the profitable ways to market dairy products are discussed in a short article by F. A. Buchanan, Dairy Husbandman, Virginia Polytechnic Institute, Blacksburg, Va., in a recent number of the Extension Division News. Mr. Buchanan is of the opinion that dairy farmers should adjust the marketing of their products so that they market the main product, milk or cream, by the most economical method, preferably a cooperative milk marketing association, and the by-products and surplus through hogs, calves or chickens.



## REPORTS ON WOOL STOCKS IN UNITED STATES TO BE EXTENDED

Arrangements have been made between the United States Department of Agriculture and the United States Department of Commerce to issue joint reports on wool stocks in the United States. This single report will contain monthly and quarterly wool information. The first quarterly wool-stocks report under the new arrangement probably will be issued June 30.

Monthly statistics from manufacturers regarding the number of active and idle spindles have heretofore been collected by the Department of Commerce, while the Department of Agriculture collected monthly data from manufacturers on the quantity of wool consumed, and quarterly information from both manufacturers and dealers regarding the stocks of wool on hand. According to the new plans, the Department of Commerce will collect, monthly, the figures on the number of active and idle spindles and the quantity of wool consumed, also the quarterly stocks of wool held by manufacturers; while the Department of Agriculture will collect similar data from warehouses, dealers and other sources. The results from the two sources will be issued in a joint report by the two departments.

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## NEW YORK MARKETING MEN GIVE ATTENTION TO CONSUMER COOPERATION

Considerable attention is being given to consumer cooperation by the New York State Department of Farms and Markets. Louis B. Blachly, stationed in the New York City office, 90 West Broadway, is making a careful study of both the theory and practice of consumer cooperation. He has been closely identified with the Greenwich Village cooperative laundry which was started in January, 1921, having served as president of the enterprise. He is also one of the loyal supporters of Our Cooperative Cafeteria, Inc., an enterprise which is operating three cafeterias and doing a gross business of \$150,000, and transferring \$10,000 a year to its surplus account. Mr. Blachly is also assisting a group of enthusiastic workers who are desirous of starting a cooperative book store.

The State Department of Farms and Markets recently issued from its New York office a bulletin entitled, "Cooperative Housing."

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The Mount Olive Truckers' Association, Mount Olive, N. C., is installing cucumber-sizing machines and will grade the cucumbers brought in by its members according to the grades recommended by the Federal Bureau of Markets and Crop Estimates, reports Gorrell Shumaker, Agent in Marketing, Raleigh, N. C.

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"Membership Contracts" is the subject which one of the graduate students in the Division of Agricultural Economics, University of Minnesota, St. Paul, Minn., has chosen for a thesis.

## FUTURE TRADING DECISION

In the case of Hill, Jr., et al., v. Wallace, et al., decided by the United States Supreme Court on May 15, 1922, it was held that certain provisions of the future trading act enacted by Congress and which was approved August 24, 1921, were unconstitutional. The act imposed a tax of 20 cents a bushel on all contracts, subject to certain exceptions here immaterial, for the sale of grain for future delivery but excepted from its application sales on boards of trade designated as contract markets by the Secretary of Agriculture on fulfillment by such boards of certain conditions and requirements set forth in the act.

As indicated, the act was based on the clause of the Federal Constitution relating to taxation and was not based upon the interstate commerce clause. The Secretary of Agriculture was authorized by the act to designate boards of trade as contract markets when, and only when, such boards of trade met certain conditions, and in turn agreed to comply with certain conditions named in the act and which the Secretary of Agriculture was authorized to make. The purpose of the act was to regulate the large grain exchanges of the country. It was not an act passed for the purpose of raising revenue but of regulating exchanges or boards of trade. In this connection the Supreme Court said: "The act is in essence and on its face a complete regulation of boards of trade, with a penalty of 20 cents a bushel on all 'futures' to coerce boards of trade and their members into compliance." It said further, "When this purpose is declared in the title to the bill, and is so clear from the effect of the provisions of the bill itself, it leaves no ground upon which the provisions we have been considering can be sustained as a valid exercise of the taxing power."

Under our system of government the States have certain powers and the Federal Government in turn has only those powers which have been delegated to it by the respective States. The right of Congress to raise money by taxation is expressly covered by the Federal Constitution. It is apparent, however, that the taxing power can not be used to assert regulatory control over matters not delegated to Congress. With respect to this matter the Supreme Court declared that the following language used by them in the decision declaring the Child Labor Tax Law unconstitutional was applicable: "Grant the validity of this law, and all that Congress would need to do, hereafter, in seeking to take over to its control any one of the great number of subjects of public interest, jurisdiction of which the States have never parted with, and which are reserved to them by the Tenth Amendment, would be to enact a detailed measure of complete regulation of the subject and enforce it by a so-called tax upon departures from it. To give such magic to the work 'tax' would be to break down all constitutional limitations of the powers of Congress and completely wipe out the sovereignty of the States."

In brief, the Supreme Court found that the future trading act was unconstitutional because it did not have a proper relation to the clause of the Federal Constitution on which it was based. Certain sections of the future trading act are not affected by the decisions of the Supreme Court and are still in effect. Such is section 9 which authorizes investigations relative to trading in grain and the publication of results, and also section 3 of the act which is a straight tax without any exceptions or regulatory features on transactions known to the grain trade as 'privileges.'



## EASTERN GROWERS SHOW INCREASED INTEREST IN FEDERAL STANDARDS

Growers' associations are expressing more and more interest in the use of the United States grades for fruits and vegetables as a basis for their pooling and contracts. Standardization specialists of the Federal Bureau of Markets and Crop Estimates recently have been assisting State marketing agencies and associations in demonstrating the Federal grades to growers in the southeastern part of the United States and arrangements have been made to assist further some of the associations in using the grades during their shipping seasons this year.

In Florida the associations at Wauchula, Morriston, Buck Bond, Gainesville, Live Oak and Mascotte, have adopted the cucumber grades. Associations at Blackville and Meggett, S. C., and growers at Wilmington and Mount Olive, N. C., have also decided to use the Federal standards. At Centralia, Ill., the growers are using the grades for asparagus and are planning to market their entire output of peaches according to the United States grades. Recently the Southern Produce Company at Norfolk, Va., an organization of six hundred growers, adopted the cabbage grades. The Empire State Potato Growers' Exchange is planning to sell the cabbage of their twenty local organizations under the United States grades. All of the principal shippers at Crystal Springs, Miss., and Humboldt, Tenn., are arranging to use the tomato grades recommended by the Federal Bureau of Markets and Crop Estimates. Peach growers in different parts of Georgia and at Aberdeen, N. C., propose to pack and ship their peaches under the Federal standards. The Gulf Coast Produce Exchange of Mobile, Ala., has adopted the United States potato and cucumber grades and expects to use them this season.

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## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 3616, by Mr. Norris of Nebraska, to encourage public, quasi-public, and cooperative associations to conduct or operate stockyards, and to slaughter, process, preserve, or store live-stock products or perishable foodstuffs.

S. J. Res. 197, by Mr. Spencer of Missouri, and H. J. Res. 347, by Mr. Rhodes of Missouri, to appropriate \$2,000,000 to be expended by the Secretary of Agriculture in furnishing free seed for the relief of destitute flood sufferers on the Mississippi River, its tributaries, and other rivers within the United States.

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A temporary field station for the issuing of market reports on potatoes probably will be opened at Washington, N. C., about June 5, by the Federal Bureau of Markets and Crop Estimates.

## TENTATIVE PROGRAM PREPARED FOR WESTERN AGRICULTURAL CONVENTION

A tentative program has been prepared for the convention of representatives of the departments of agriculture in the far-western States, which will be held at Sacramento, Calif., May 29-June 2. G. H. Hecke, Director, California Department of Agriculture, in his opening address, proposes to outline the necessity for an organization of the departments of agriculture in the Western States, to suggest a form of organization, and to show the scope of the work to be undertaken. The relations which the State departments should maintain with the United States Department of Agriculture and with the State colleges of agriculture will also be touched upon. Lloyd S. Tenny, Assistant Chief, Federal Bureau of Markets and Crop Estimates, has been assigned the subject, "Agricultural Relations between the Federal Bureau of Markets and Crop Estimates and State Departments of Agriculture." Miles Cannon, Commissioner of the Idaho State Department of Agriculture, will also discuss the cooperative relations which should exist between the State and Federal Governments.

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The broomcorn growers in Quay County, N. M., are forming local cooperative marketing associations for the handling of their crop this year. C. M. McNabb, Agent in Marketing, State College, N. M., has been assisting the growers to organize. Already 75 per cent of the acreage in the county has been signed up. It is expected that a larger acreage will be planted this year than last.

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Plans of work for the county agents in Minnesota during the year, as mapped out by the Extension Service, University of Minnesota, St. Paul, Minn., include assisting in the establishment of more efficient marketing methods. The projects under the marketing work include improvement in creamery markets, cooperative egg marketing through creameries, and cooperative live-stock marketing.

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Paul Mehl, Marketing Specialist, Connecticut Agricultural College, Storrs, Conn., and G. B. Southwick, County Agricultural Agent, Hartford, Conn., are in Washington for a few days conferring with specialists of the Federal Bureau of Markets and Crop Estimates regarding plans for making a tobacco-marketing study in Connecticut.

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At the conference of the New England extension workers, Storrs, Conn., June 28-30, Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates, will deliver an address on the subject, "The Farmer's Part in Solving the Marketing Problem."

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LLOYD S. TENNY,  
Assistant Chief of Bureau.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 31, 1922.

Vol. II, No. 22.

## TRUCK CROPS IN SOUTH CAROLINA BEING UNIFORMLY STANDARDIZED

Truck growers in South Carolina are showing an intense interest in the standardization work which the Division of Markets, Clemson Agricultural College, Clemson College, S. C., is carrying on. F. L. Harkey, Agent in Marketing, who has been working upon the standardization of South Carolina truck crops for the past three years, reports that a large number of requests for assistance in grading are being received constantly from the growers and shippers in the State. To date the State of South Carolina has adopted the United States grades for the following commodities: white potatoes, sweet potatoes, cucumbers, onions, cabbage, asparagus, tomatoes, celery, lettuce and peaches. A shipping-point inspection service is also being inaugurated by the Division of Markets. This service covers cucumbers, beans, cantaloupes, watermelons, sweet potatoes, and white potatoes.

In addition to Mr. Harkey and L. H. Lewis, Extension Agent in Marketing, who have been promoting the standardization work in the State, four experienced marketing men have been employed this Spring to assist the farmers in grading, handling, packing, and loading their truck crops. The growers are being advised to send their produce to cooperative packing sheds for grading rather than to attempt to grade individually.

It is the plan of the Division of Markets to license a number of competent men at several of the principal shipping points in the State to help carry on the inspection work. The first State inspection certificate was issued under date of May 22 and was for a car of cucumbers.

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## NEW HAMPSHIRE SHIPPERS ASSISTED IN STANDARDIZATION PROBLEMS

Growers and shippers of New Hampshire are receiving help in their standardization problems through the columns of the Weekly Market Bulletin, published by the State Bureau of Markets, Concord, N. H. Commencing with the May 24 issue, a column of the publication is devoted to grading recommendations made by the State Bureau of Markets, the New Hampshire College of Agriculture, or the Federal Bureau of Markets and Crop Estimates. The information given appears just previous to the season when the various fruits, vegetables, or other farm products ordinarily are shipped to market. The above mentioned issue contains recommendations on how to prepare rhubarb, dandelions, and broilers for market. The United States grades for asparagus are also given.

## STATE MARKETING OFFICIALS TO DISCUSS TRANSPORTATION PROBLEMS

The State marketing officials of Virginia, West Virginia, Maryland, and Pennsylvania are planning to hold a regional conference, the last of June, to discuss some of the marketing problems common to their section of the country, particularly regarding fruit crop prospects and the transportation needs during the shipping season. Representative growers, shippers, transportation officials, package manufacturers, and distributors will be invited to attend the meeting in Washington, D. C. According to the proposed plans, the morning session will be given over to hearing reports regarding the condition of growing crops and the probable yield and total production. In the afternoon a talk on "Cooperation between Railroads and Shippers" will be given, probably by H. B. Bamford, Transportation Specialist, State Bureau of Markets, Trenton, N. J. Car supply and transportation service will also be thoroughly discussed.

The marketing officials of these States held a similar meeting last year and unanimously decided that such meetings were of great value.

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## RESEARCH STUDIES IN COOPERATIVE MARKETING OF DAIRY PRODUCTS

Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin, Madison, Wis., will have charge of the research scholarships in cooperative marketing of dairy products offered by the State Farm Bureau Federations in Missouri, Ohio, Iowa, and Illinois. Several other State federations are giving consideration to the project. Only graduate students will be eligible for the scholarships. Under the plan \$60 a month will be allotted to each student throughout the college year. Dr. Macklin is now outlining the plan of study to be assigned the graduate students in connection with their research work. The Research Department Advisory Committee of the American Farm Bureau Federation, composed of Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates; Dr. B. H. Hibbard, Chairman, Department of Economics, University of Wisconsin; Professor W. F. Handschin, Vice Director, Extension Service, University of Illinois; and Dr. E. G. Nourse, In Charge, Agricultural Economic Section, Iowa State College of Agriculture, has approved the plans outlined.

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## NEW YORK HONEY PRODUCERS ORGANIZE MARKETING ASSOCIATION

As the result of four years of educational work by the Bureau of Cooperative Associations, State Department of Farms and Markets, Albany, N. Y., the New York Cooperative Honey Marketing Association has been brought into existence. This new association will be a marketing agency for the honey producers who have been organized into locals which in turn have been federated into the New York State Bee-keepers' Cooperative Association. It is expected that the marketing organization will have about three hundred tons of honey to sell this season.



## CALIFORNIA MARKETING CHIEF ANNOUNCES DAILY PRICES FOR FISH

The Chief of the California Division of Markets, Sacramento, Calif., in addition to functioning as a marketing man for farm products, is charged with the responsibility of conducting the State Fish Exchange. The purpose of the Exchange is to regulate the fish prices and to supervise educational work directed toward increasing the consumption of fresh food-fish and of enabling the public to obtain fish at reasonable prices. In a recent report the Chief of the Division of Markets says, "Whenever the supply of a certain variety of fish warranted extremely low prices, special display advertisements were run. On August 17, 1921, for instance, due to a great abundance of small sole, a price of six cents a pound was quoted - the lowest price on small sole since August 8, 1919.....The daily fish prices are published gratuitously in San Francisco, Oakland, and Berkeley."

The prices for fish are announced each night for the following day by deputy marketing men who have visited the large wholesale houses and fishermen's wharves and have made note of the supply and have taken into consideration the probable demand. The deputies after the balancing of the figures representing supply with those representing probable demand announce tentative prices for each variety of fish, as follows: (1) the price to be paid the fisherman, (2) the price the wholesaler should charge the retailer, (3) the price the retailer should charge the customer. In each case the price announced is the maximum. The seller has the privilege of selling below the announced price if individual circumstances make reductions desirable.

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## MARKETING PROBLEMS GIVEN MORE ATTENTION IN COLLEGE PUBLICATIONS

The subject of marketing is constantly being given more and more space in the periodical publications of the forty-eight State agricultural colleges. For instance the issue of May 15 of the Extension Bulletin, issued by the Iowa State College of Agriculture and Mechanic Arts, Ames, Iowa, contains nearly as much material dealing with marketing problems as with production problems. Among the articles in this issue of the Bulletin are, "The Potato Price Situation," "Live-Stock Receipts at Seven Markets," "Dairy Marketing," "The Trend of Freight Rates," "More Consumers than Producers of Seed," and "Exports of Food Products During March."

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## COLORADO STUDENTS STUDY FEDERAL GRAIN GRADING METHODS

The grain-grading class of the Colorado State Agricultural College, Fort Collins, Colo., recently visited the office of the Federal Grain Supervision, Denver, to study the grading methods used by the Federal inspectors. The students were greatly interested in the demonstration and expressed a desire that some of the country grain buyers of the State be given an opportunity to learn the approved methods of grading grain.

## COOPERATIVE MARKETING BEING PROMOTED IN ARKANSAS

In a department entitled, "Live Stock and Dairying" in the Extension Cooperator, Little Rock, Ark., T. Roy Reid, a live-stock marketing specialist with the College of Agriculture, University of Arkansas, gives considerable information regarding approved marketing practices for Arkansas farmers. In the June issue of the Extension Cooperator he states that light hogs command the best prices, and then discusses the importance of this fact to the producers of hogs. He further states that prices for Arkansas cattle are encouraging.

In discussing the cooperative shipping of hogs, Mr. Reid mentions that recently an average of \$3.41 a head was saved on 232 hogs shipped co-operatively. He then says, "The cooperative shipping of hogs is practical for farmers in all sections of Arkansas and gives the man with only a few hogs the opportunity of making the saving between the local market prices and the prices which are obtained on the central markets. It is a very simple form of cooperation, the animals of each farmer being sold on their own merits and not affected by the other animals of the shipment. The cooperation is essentially only cooperation in the use of the car space, since all animals are sold just as if they were hauled into the market by the farmer himself."

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## TEXAS PRODUCERS FIND IT ADVANTAGEOUS TO HAVE WOOL GRADED

According to an estimate made by the editor of the Extension Service Farm News, Agricultural College of Texas, College Station, Tex., about \$20,000 was earned by the wool producers of Texas in acting collectively in the marketing of their 1921 wool clip. The growers took advantage of information regarding grades and grading made available to them by specialists representing the State College of Agriculture and the United States Department of Agriculture. A large share of the 850,000 pounds of wool in the State pool was graded before being offered for sale, with the result that about 300,000 pounds sold for about 10 cents a pound more than it otherwise would have brought. Because of the grading and pooling the growers were able to attract buyers willing to pay premiums for large quantities of well-graded wool.

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## GRADING OF TENNESSEE FARM PRODUCTS URGED

"Watch your grading, leave your culls at home," is the advice given by J. H. Tull, Superintendent of Markets, Memphis, Tenn., in the City Market News-Letter of May 27. He further says in the matter of culls, "You will not eat them. Then do not expect the other fellow to want to eat them. First-class products always sell best. Bring only the best and utilize the culls at home." Mr. Tull reports the opening of the new farmers' retail market. The farm products offered for sale on the opening day were quickly purchased.



### TABULATION SHOWS NEW YORK LETTUCE SHIPPED TO DISTANT POINTS

A statement showing destination points of carload shipments of lettuce from New York State during the year, 1921, has just been prepared by the Bureau of Traffic and Transportation of the New York State Department of Farms and Markets, Albany, N. Y. This information has been of great assistance to the Department in helping the cooperative lettuce shipping associations to form a central marketing organization. The Tabulation shows that New York lettuce was shipped to 17 different States during the year, Minnesota being the farthest State west, and Florida the farthest south. New York City consumed 1,524 cars of the total number of 3,213 cars shipped during the period covered. Philadelphia used 620 cars; Chicago, 306, Baltimore, 208; and Pittsburgh and Washington, 117 each.

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### NEW ENGLAND COOPERATIVE MARKETING ASSOCIATIONS STUDIED

For the purpose of meeting the managers of some of the outstanding cooperative marketing associations in New England and obtaining from them first-hand information regarding the management of their enterprises, and securing data relative to the factors which go to make up a successful marketing organization, A. W. McKay, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, will spend the next few weeks in Connecticut, Rhode Island, Massachusetts, New Hampshire and Vermont. Among the associations which will be studied by him are the Vermont Maple Products Cooperative Exchange, Inc., the New England Milk Producers' Association, the Eastern States Farmers' Exchange, the New Hampshire Cooperative Marketing Association, and the New England Cranberry Sales Company.

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### BULLETIN EXPLAINS APPARATUS FOR TESTING WEIGHT OF GRAIN

Apparatus for determining the test weight per bushel of grain is described in Bulletin No. 1065 just issued by the United States Department of Agriculture. The bulletin also gives a simple method of determining the accuracy of the testing apparatus. The publication is based on studies made by E. G. Boerner, In Charge of Grain Investigations, Federal Bureau of Markets and Crop Estimates, and E. H. Ropes, formerly Specialist in Grain Investigations, Federal Bureau.

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### GRAIN-GRADING CAMPAIGN FOR MISSOURI

The grain-grading campaign being planned for Missouri by W. M. Cunning, Grain Specialist with the State Marketing Bureau, Jefferson City, Mo., will include meetings in various parts of the State for the purpose of thoroughly explaining and demonstrating the methods employed in grading grain. The meetings will be held in cooperation with county agents, grain dealers, elevator operators, and vocational and agricultural schools.

## DECISION RELATIVE TO SECTION SIX OF CLAYTON ACT

Section 6 of the Clayton Act was passed upon by the Supreme Court of the United States in the case of Duplex Printing Press Company v. Deering, 254 U. S. 443. The complainant in this case was engaged in the manufacture of printing presses at Battle Creek, Mich. The International Association of Machinists called a strike at its plant which was unsuccessful. Several months later, the association, for the purpose of compelling the complainant to unionize its factory and enforce the closed shop, the eight-hour day, and the union scale of wages, instituted a boycott against its products which included warning customers that it would be better for them not to purchase presses made by this company and threatening them with loss should they do so; informing a trucking company usually employed by customers to haul the presses not to do so; and notifying repair shops not to do repair work on Duplex presses. The Duplex Company sought an injunction in the premises. The defendants claimed that Section 6 of the Clayton Act authorized the acts and conduct alleged by the Duplex Company to be unlawful. Section 6 reads as follows:

"That the labor of a human being is not a commodity or article of commerce. Nothing contained in the antitrust laws shall be construed to forbid the existence and operation of labor, agricultural or horticultural organizations, instituted for the purposes of mutual help, and not having capital stock or conducted for profit, or to forbid or restrain individual members of such organizations from lawfully carrying out the legitimate objects thereof; nor shall such organizations, or the members thereof, be held or construed to be illegal combinations or conspiracies in restraint of trade, under the antitrust laws."

The Supreme Court in its opinion holding that the Duplex Company was entitled to an injunction said with reference to Section 6:

"It seems to us its principal importance in this discussion is for what it does not authorize, and for the limit it sets to the immunity conferred. The section assumes the normal objects of a labor organization to be legitimate, and declares that nothing in the antitrust laws shall be construed to forbid the existence and operation of such organizations or to forbid their members from lawfully carrying out their legitimate objects; and that such an organization shall not be held in itself - merely because of its existence and operation - to be an illegal combination or conspiracy in restraint of trade. But there is nothing in the section to exempt such an organization or its members from accountability where it or they depart from its normal and legitimate objects and engage in an actual combination or conspiracy in restraint of trade. And by no fair or permissible construction can it be taken as authorizing any activity otherwise unlawful or enabling a normally lawful organization to become a cloak for an illegal combination or conspiracy in restraint of trade as defined by the antitrust laws."



MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 3639, by Mr. Capper of Kansas, and H. R. 11763, by Mr. McFadden of Pennsylvania, to provide adequate credit facilities for the orderly marketing of agricultural products and for the preservation and development of the live-stock industry of the United States.

H. R. 11728, by Mr. Pringey of Oklahoma, to provide credit facilities for the preservation and development of the agricultural industry in the United States, and to create an agency therefor.

H. R. 11776, by Mr. Sinclair of North Dakota, to promote agriculture by stabilizing the prices of certain agricultural products.

H. J. Res. 331, by Mr. Quin of Mississippi, to appropriate \$2,000,000 or so much thereof as may be necessary, for the purchase of suitable planting seeds to be supplied to farmers in the overflowed areas of Mississippi and Louisiana and other portions of the United States, said amount to be expended under rules and regulations prescribed by the Secretary of Agriculture.

Bills upon which action was taken during the week:

S. 3220, a bill to amend the United States warehouse act, has been passed by the Senate.

S. 2263, to amend the Federal reserve act approved December 23, 1913, has been sent to the President for approval.

H. R. 8086, to prohibit the shipment of filled milk in interstate or foreign commerce, has been passed by the House.

H. R. 9527, to amend section 5136, Revised Statutes of the United States, relating to corporate powers of associations, so as to provide succession thereof until dissolved, and to apply said section as so amended to all national banking associations, has been passed by the House.

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THREE DAYS INSTRUCTION IN GRAIN GRADING GIVEN PENNSYLVANIA STUDENTS

The senior class in agronomy of the Pennsylvania State College recently received three days instruction in grain grading by G. A. Stuart, Grain Standardization Specialist of the State Bureau of Markets, Harrisburg, Pa. Members of the faculty also attended the demonstrations and showed as much interest as the students. Grading equipment was used so that every step in the grading operation might be fully demonstrated.

Mr. T. B. Young of Florence, S. C., District Agent of the South Carolina Extension Service, Clemson College, S. C., visited the Washington office of the Federal Bureau of Markets and Crop Estimates, May 25, for the purpose of conferring with a number of the Bureau's specialists relative to marketing problems, particularly those connected with the marketing of South Carolina sweet potatoes.

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Miss Achsah Lippincott, in charge of the city-marketing work and the standardization-of-containers work in the State Bureau of Markets, Harrisburg, Pa., has been in Washington for several days conferring with division leaders in the Federal Bureau of Markets and Crop Estimates and with specialists in the Bureau of Standards of the Department of Commerce.

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C. A. McNabb, Agent in Marketing, State College, N.M., is returning to his field work after ten days spent in the Washington office of the Federal Bureau of Markets and Crop Estimates, conferring with division leaders and commodity specialists regarding the marketing problems of the New Mexico farmers.

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The Federal grades for wheat, corn, and oats, also the Federal tentative grades for sorghums, have been adopted as the official grades for the State of California, by G. H. Hecke, Director of Agriculture, Sacramento, Calif. State standards for barley have also been announced by the State Director. The grades will become effective June 10.

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According to present plans, field stations for the issuing of market reports on potatoes and watermelons, respectively, will be opened at Elizabeth City, N. C., June 5, and Bogalusa, La., June 15, by the Federal Bureau of Markets and Crop Estimates.

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The issuance of daily market reports on peaches was started May 26 from the Washington office of the Federal Bureau of Markets and Crop Estimates. The semi-weekly bulletins on sweet potatoes were discontinued last week.

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W. H. Laney, who has been marketing agent with the Extension Service, Arkansas College of Agriculture, Fayetteville, Ark., recently resigned to become State Secretary of the Arkansas Farm Bureau Federation.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES. UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 7, 1922.

Vol. II, No. 23.

## SOUTH CAROLINA FARM WOMEN ORGANIZE TO DISPOSE OF SURPLUS PRODUCTS

Farm women of South Carolina have been converting their surplus farm products into money through the South Carolina Home Producers' Association which was organized over a year ago with the assistance of Mrs. Frances Y. Kline, State Marketing Specialist with the Extension Service of Winthrop College, Rock Hill, S. C. This association was established to fill the great need for some method of finding better markets for surplus food supplies.

The members of the organization sign contracts to offer standardized canned goods for sale, prepared by uniform recipes. Attractive containers are used, sealed with a mechanical seal and sold under a label of special design. The products sold through this association have been limited to ten, most of which are distinctive of the State. They include blackberry jam, plum jelly, artichoke relish, fig preserves, grape juice, soup mixture, Dixie Burgoo, Brunswick stew, pine bark fish stew, and butter.

The output of the South Carolina Home Producers' Association in 1921 was about 5,000 containers. All of the products which passed inspection have been sold. Contracts for 200,000 containers have been placed for this season. These have been ordered cooperatively and in some localities will be delivered in carload lots.

An exhibit of the marketable products of the association was made at Columbia, S. C., at the meeting of the State Federation of Women's Clubs in April of this year. The delegates to the meeting were so favorably impressed with the display that many agreed to try to interest members of their clubs in buying canned goods put up by this association.

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## EARLY MORNING MARKET CONDITIONS IN PHILADELPHIA REPORTED

A cooperative arrangement for reporting the early morning market conditions in Philadelphia, particularly regarding the large quantities of home-grown produce trucked into that City, has been worked out by the Pennsylvania Bureau of Markets, the New Jersey Bureau of Markets, and the Federal Bureau of Markets and Crop Estimates. Joseph D. Evers has been appointed by the Federal Bureau as Junior Marketing Specialist (Fruits and Vegetables) and will serve as a market news reporter. The information collected is published daily by the cooperative employees from the Philadelphia office of the Federal Bureau. Mr. Evers graduated from the Massachusetts Agricultural College in 1921 and during the past year has been taking graduate work at the Harvard School of Business Administration.

#### COUNTRY GRAIN SAMPLERS TO BE STATIONED IN IDAHO AND UTAH

Better application of the Federal grain standards at country buying and shipping points is desired by the Idaho Department of Agriculture, Boise, Idaho, and the Utah Board of Agriculture, Salt Lake City, Utah. Plans are now under way in both States to station in each important grain-producing county, an official grain sampler who will secure representative samples of grain, whenever called upon, from wagon or carload lots at the country elevators. These samples will be sent to centrally located licensed inspectors for grading. The State agricultural officials are of the opinion that the inspection certificates issued will be a valued medium of settlement in disputes arising between the producer and country buyer, and will also afford a check on the grade in controversies between the country dealer and the terminal receiver. For the present, State employees engaged in other lines of work will be used in the sampling work.

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#### FARM WOMEN IN LOUISIANA ENCOURAGED TO FORM MARKETING ASSOCIATIONS

Cooperative marketing work among the farm women of Louisiana is being encouraged by the State home demonstration agent, Extension Division, Louisiana State University, Baton Rouge, La. Instructions outlining the organization of cooperative marketing associations have been prepared and sent to all the home demonstration agents in the State in order to interest the farm women in the production and marketing of surplus products. It is hoped that ultimately the associations will market preserved and canned goods, dairy and poultry products, and articles of handicraft. The work will be confined this year, however, to the preparation and sale of vegetable soup mixture and fig products.

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#### EXTENSION SPECIALIST IN MARKETING APPOINTED IN OREGON

Extension work in marketing in Oregon is being revived with the appointment of a specialist in marketing by the Extension Service of the State Agricultural College, Corvallis, Ore. R. E. Bosse, a former county agent leader in Missouri, later director of extension work in Montana, and for the past few years in private business in Montana, has been assigned to this work and will devote his entire time to the marketing problems of the State.

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#### SOUTH DAKOTA DEPARTMENT OF FARM ECONOMICS GIVES COURSE IN MARKETING

The new Department of Farm Economics at the South Dakota College of Agriculture, Brookings, S. D., gave a course in the marketing of farm products during the spring term. Research studies in farm management subjects have also been made.



## LIVE-STOCK MARKET REPORTING SERVICE AT ST. JOSEPH, MISSOURI

The live-stock market reporting service recently established at St. Joseph, Mo., by the Missouri State Marketing Bureau and the Federal Bureau of Markets and Crop Estimates, is the means of furnishing the producers, consumers, and dealers of the State with information concerning supplies, prices, and distribution of live stock, meats, and other animal products, not only at the local markets but at the principal markets of the country. A market reporter, cooperatively employed, visits the St. Joseph market daily and obtains the necessary information which is put in form for local distribution and also for transmission over the leased wires of the Federal Government to be disseminated to other important consuming and distributing markets in the United States. Mimeographed reports containing the live-stock reports are to be prepared daily and sent to persons requesting the same.

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## OHIO FARMERS URGED TO MARKET SURPLUS PRODUCTS WITHIN THE STATE

The favorable marketing facilities which Ohio possesses are called to the attention of Ohio farmers in a short article appearing in the May 27 issue of the Market News and Exchange Bulletin, Division of Markets and Marketing, Columbus, Ohio. The two outstanding market centers, Cleveland and Cincinnati, as well as those of Columbus, Toledo, Akron, Dayton, Canton, Youngstown and Springfield, are cited as commercial centers worthy of the consideration of Ohio farmers in disposing of their surplus products. The excellency of the railroad systems, both steam and electric, is mentioned as another feature which should influence the producers in deciding upon nearby markets.

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## CONNECTICUT'S EXTENSION WORK IN MARKETING

The marketing work, which the Extension Service of the Connecticut Agricultural College, Storrs, Conn., is conducting, includes a study of the cost of retailing grain, a survey of the egg-marketing conditions in all counties of the State, and studies in tobacco grading and marketing. Cooperative associations have been assisted from time to time by the extension workers in their marketing problems.

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## CARE SHOULD BE TAKEN IN LOADING HOGS FOR SHIPMENT

Precautionary methods to be followed in loading hogs for shipment, as given by the Executive General Agent of the Southern Railway Company, in order to insure safe arrival at the terminal markets, especially during hot weather, are published in the May number of the Extension Division News, Virginia Polytechnic Institute, Blacksburg, Va.

### COOPERATIVE SHIPMENT OF POULTRY IN TENNESSEE SUCCESSFUL

The first cooperative shipment of poultry from Bradley County, Tenn., was made during April, with the assistance of the county agent. The car-load of hens, cockerels, and ducks brought \$2,808, and figuring the shipment at what the farmers would have received locally on the day of sale, it was estimated that they saved \$900. About six weeks before the proposed date for shipment a circular letter outlining the plan of marketing was sent to the poultry producers. The circular stated that poultry specially fed for this load was desired. Many replies were received indicating the desire of the farmers to market their poultry cooperatively. The county agent considers that this attempt at cooperative marketing of poultry was one of the best things he has ever undertaken from the standpoint of arousing interest and enthusiasm among the farmers. Each consignor to the shipment received a check for his birds the day they were loaded.

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### OHIO FARMERS BEING GIVEN FUNDAMENTAL ECONOMIC INFORMATION

R. F. Taber, Farm Management Demonstrator, Ohio State University, Columbus, Ohio, in the May issue of the Extension Service News, reports that the purchasing power of Ohio farmers has advanced from 71 per cent last fall to 85 per cent, with the year 1913 taken as 100 per cent. His short article is illustrated with a chart which shows the trend in index numbers of farm products, railroad wages and all commodities since 1913. Mr. Taber says among other things, "Freight rates and wages in the industries are two main items which remain high and which must be adjusted downward. Freight rates are double pre-war, railroad wages are also double pre-war....and the other main cost of transportation, coal, is still extremely high."

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### OUTLINE FOR COOPERATIVE MARKETING PREPARED BY E. G. NOURSE

An article entitled, "Outline for Cooperative Marketing" by Dr. E. G. Nourse, Chief, Agricultural Economics Section, Iowa State College of Agriculture, Ames, Iowa, appears in the April number of the Journal of Farm Economics, published quarterly by the American Farm Economic Association. This article is a copy of the paper read by Dr. Nourse at the last annual meeting of the association.

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### NEW MARKETS LOCATED FOR UTAH PRODUCTS

The increased acreage of strawberries and raspberries near Pleasant Grove, Utah, has necessitated the finding of new markets. W. L. Wanlass, Research Agent in Marketing, Logan, Utah, has been assisting the growers in locating new outlets both for fresh fruits and for the products of the local cannery.



### EXAMINATION FOR JUNIOR AGRICULTURAL ECONOMIST ANNOUNCED

An assembled, open competitive examination for Junior Agricultural Economist (Farm Management and Farm Economics) for vacancies in the United States Department of Agriculture will be held on July 5, according to an announcement made by the United States Civil Service Commission. The salary range for this position is \$1,800 to \$2,400. Applicants will be rated on questions on one or more of the following optional subjects: (1) Farm organization and cost-of-production studies, (2) Farm financial relations, (3) Agricultural history and geography, (4) Land economics, and (5) Farm life studies. A thesis of at least 2,000 words on the optional or optionals chosen must be submitted on the day of the examination. Education and experience of the applicant will also be rated. Applicants must have graduated from a college or university of recognized standing with at least two years' undergraduate work in general or agricultural economics, farm management, statistics, or accounting.

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### TENNESSEE FARMERS FAVOR ESTABLISHMENT OF A STATE BUREAU OF MARKETS

Farmers of East Tennessee at their annual convention held at the University of Tennessee, Knoxville, Tenn., May 16-18, went on record as favoring the establishment of a State Bureau of Markets. In regard to marketing activities, the resolutions adopted read in part as follows: "To every thinking mind has come the conviction that the future of agriculture is going to depend largely upon its ability to place its business upon a better basis. We can not hope to survive unless we turn our attention to the question of selling. Mere production, unless followed by better marketing, will not maintain a decent business and social standard for farmers."

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### MARKET-REPORTING FIELD STATIONS TO BE OPENED

According to present plans, temporary field stations for the issuing of market reports will be opened by the Federal Bureau of Markets and Crop Estimates at the following points on the dates indicated: Thomasville, Ga., watermelons and cantaloupes, June 10; Phoenix, Ariz., cantaloupes, July 1; Kearney, Nebr., potatoes, July 15; Hempstead, Tex., watermelons, July 5; and Sulphur Springs, Tex., watermelons, July 10.

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### CITY MARKET AT DURHAM, N. C., TO BE OPENED SOON

A city market will be opened at Durham, N. C., the early part of this month. The State Division of Markets, Raleigh, N. C., has been assisting in the establishment of the market by sending out circulars relating to approved methods of preparing fruit and truck crops for market.

### STRANGERS LIABLE WHO CAUSE BREACH OF CONTRACT

It is a well established rule of law that where a stranger to a contract wrongfully induces a party to a contract to commit a breach thereof, or disables the party from the performance of the contract, that the injured party has a cause of action against the wrongdoer for the loss sustained. This principle was applied by the Supreme Court of Oregon in the case of Phez Company v. Salem Fruit Union, 201 Pac. 222, 205 Pac. 970. In this case it appeared that the Salem Fruit Union as agent for its members entered into a contract with the predecessor in interest of the Phez Company under which it agreed to deliver a quantity of loganberries. The Salem Fruit Union had contracts with its member growers obligating them to deliver loganberries to it for delivery to the plaintiff. The growers failed to deliver the loganberries. The Phez Company brought suit against the Fruit Union and its member growers to recover the damages suffered. The growers claimed that they could not be sued in the premises as the contract of plaintiff was with the Fruit Union and not with them. In answer to this contention, the Court said:

"If the defendants be regarded as strangers to the contract of sale between the fruit union and plaintiff, as contended by defendants, the complaint is still sufficient as to the defendant growers under the rule that where a stranger wrongfully induces another to commit a breach of contract, or intentionally disables such other from discharging the obligations of his contract, the wrongdoer is liable in damages, or in a proper case may be enjoined from carrying out his wrongful purposes."

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### CALIFORNIA TO ESTABLISH LIVE-STOCK MARKET REPORTING SERVICE

Details are being worked out by the California State Division of Markets, Sacramento, Calif., and the Federal Bureau of Markets and Crop Estimates, for the establishment of a local live-stock market-reporting service. Trained cooperative reporters will be stationed in San Francisco and Los Angeles to collect daily information regarding the local live-stock markets. This information will be analyzed and prepared for use in the newspapers of the State. A mimeographed circular may be issued for interested persons requesting the same.

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### SHORT COURSE IN GRAIN GRADING AND ACCOUNTING IN NEBRASKA

A two-weeks course in grain grading and elevator accounting will be given at the College of Agriculture, University of Nebraska, Lincoln, Nebr., June 12-24. According to the tentative plans, four hours each day will be given to accounting work, two hours to practical work in grain grading in the laboratory, and a forty-five minute lecture each day on some phase of the marketing subject.



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 3661, by Mr. Capper of Kansas, for the prevention and removal of obstructions and burdens upon interstate commerce in grain, by regulating transactions on grain future exchanges. This bill is framed so as to meet the objections of the Supreme Court to the future trading act which has just been declared unconstitutional, in part. The bill is similar to the former act except that it is based upon the power of Congress to regulate interstate commerce, instead of upon the taxing power.

H. R. 11842, by Mr. Gensman of Oklahoma, and H. R. 11843, by Mr. Tincher of Kansas, are bills providing for the regulation of grain future exchanges.

H. R. 11829, by Mr. Vestal of Indiana, to regulate the manufacture, sale and use of weights and measures and of weighing and measuring devices.

H. Res. 357, by Mr. Brand of Georgia, directing the United States Department of Agriculture and the Post Office Department to investigate the feasibility of furnishing market prices of cotton, corn, wheat, live stock, and dairy products to the farmers by radiophone.

Bills upon which action was taken during the week:

S. 2263, to amend the Federal Reserve Act so that there shall be six members, appointed by the President instead of five, and providing for representation of agricultural interests on that Board, has been sent to the President for approval.

S. 2775, to extend for one year the powers of the War Finance Corporation was taken up for consideration on the floor of the House on June 2.

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## COTTON CLASSING SERVICE POPULAR WITH TEXAS FARMERS

Many testimonials of the benefits of the cotton-classing service of the Agricultural College of Texas, College Station, Tex., and the Federal Bureau of Markets and Crop Estimates, have been received by J. B. Beers, Cotton Classing Specialist with the State College. One testimonial reads in part, "Such services have enabled the cotton producers to sell their cotton on its merit," and another says, "I have had all my cotton classed this season and think the classing and the information from your office was worth \$10 a bale." Still another reads, "I believe the information received from your office has been largely responsible for this being one of the best cotton markets in the State this season, as our cotton has brought us from \$5 to \$10 a bale more than was being paid at other points on the same days".

### CHARLES J. BRAND TO RETURN TO FEDERAL WORK

Charles J. Brand, the organizer of the marketing work in the United States Department of Agriculture and first Chief of the Bureau of Markets, will return to the Department shortly after July 1, as a Consulting Specialist in Marketing. Mr. Brand will be connected with the Packers and Stockyards Administration where he will direct the investigations and studies of the packing industry. He will also confer with the branches of the Department interested in the distribution and marketing of farm products. Since his resignation three years ago as Chief of the Federal Bureau of Markets, Mr. Brand has been connected with the American Fruit Growers, Inc., as vice-president.

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### COOPERATIVE MOVEMENT IN CZECHO-SLOVAK OBSERVED BY FEDERAL MAN

Chris Lauriths Christensen, Assistant in Cooperative Agriculture, Copenhagen, Denmark, has just completed a tour of the rural districts in Czecho-Slovak where he was studying the cooperative movement as developed in that country. While in Czecho-Slovak he also attended the Agricultural Exposition in Prague. Mr. Christensen has been appointed by the Federal Bureau of Markets and Crop Estimates to make a study of cooperation in Danish agriculture, and took up his new duties June 1.

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### VISITS KENTUCKY AND TENNESSEE MARKETING OFFICIALS

In order to confer with marketing men and extension directors at the State universities of Kentucky and Tennessee and to study the cooperative tobacco marketing organizations, G. O. Gatlin, Assistant, Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates, will spend the next three weeks in these States. Before returning to Washington he may visit some of the Bureau's branch offices and temporary field stations.

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### ANOTHER FRUIT INSPECTOR FOR SOUTH CAROLINA

R. B. Etheridge has been appointed by the North Carolina State Division of Markets, Raleigh, N. C., to assist in the extension work which the Division will conduct during the summer months in the grading and inspecting of fruits and vegetables.

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### SURVEY OF COST OF RETAILING FEED IN CONNECTICUT

The report of the survey made by Paul Mähl, Extension Agent in Marketing, Storrs, Conn., of the costs of operating grain and feed stores in Connecticut, was published in the March number of the "Flour and Feed" magazine, Milwaukee, Wis.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 14, 1922.

Vol. II, No. 24.

## OHIO FRUIT GROWERS ORGANIZE TO GRADE AND SHIP FRUIT UNDER BRAND NAME

Standard grades for apples have been adopted by the fruit growers in Ohio who have recently formed a State-wide organization known as the Ohio Fruit Growers' Association. Plans are under way to sell apples this year, for the first time, under a brand name. The term "Buckeye" will be used as the trade-mark of the association and will appear in an attractive label stamped on each package of fruit entitled to be sold under this brand.

The State Division of Markets and Marketing, Columbus, Ohio, will provide inspectors who will pass upon the grades of apples shipped by the association. Local cooperative associations have been formed throughout the fruit-growing districts of the State in order that the fruit can be packed cooperatively under the direction of a manager. By this method the State organization hopes to establish a reputation for shipping a grade of fruit of uniformly high quality.

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## CALIFORNIA ESTABLISHES GRADES FOR EMPEROR GRAPES

Grade specifications for Emperor grapes packed in drums or kegs have just been issued by G. H. Hecke, Director of Agriculture, Sacramento, Calif. The regulations were issued following requests made by the grape growers for specific grading rules. A grade to be known as "California Fancy" is established for Emperor grapes of first crop only, which are sound, unscarred and reasonably firm in texture. All berries shall have at least 60 per cent characteristic surface color and a minimum diameter of five-eighths of an inch. All bunches shall be six inches or more in length measured from the shoulder to the tip of the bunch. All Emperor grapes packed in drums or kegs not meeting the specifications of "California Fancy" shall be plainly and conspicuously marked "California Choice" or simply "Choice."

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## CIRCULAR TELLS HOW TO PREPARE FORTY-EIGHT VEGETABLES FOR MARKET

"Market Requirements for Vegetables" is the subject of a mimeographed circular just issued by the North Carolina Division of Markets, Raleigh, N. C. The circular was designed to assist producers in preparing surplus vegetables for city markets, according to approved practices. Requirements are given for 48 varieties of vegetables.

## CONNECTICUT PREDICTS AN EGG WAR

An "egg war ahead" is the conclusion of the Department of Agricultural Economics of the Connecticut Agricultural College, Storrs, Conn., as a result of reports received from 31 States. The prediction of war is based upon two facts brought out by the reports. The first of these is that farmers throughout the United States are planning to increase the size of their flocks, and second that an extensive effort is being made to establish the marketing of eggs and poultry on a cooperative basis.

I. G. Davis, Marketing Specialist at the College, in commenting on the replies to the questionnaire sent out, says:

"On the Pacific Coast we find a merger being effected of the four large cooperative egg-marketing associations. In the Central West, Minnesota reports that 630 cooperative creameries have begun to handle eggs. Nebraska reports egg-marketing organizations will be started in 47 counties by January 1, 1923. Missouri reports 275 cooperative exchanges. Eight cold storage plants will handle 2,000 carloads per year....Wisconsin will organize four counties this year. Illinois has an association in six southern counties....New England, New York and New Jersey are taking a decided interest in cooperative marketing. New Hampshire reports an association which is selling 200 cases a week....New York and Massachusetts are planning to follow the lead of Connecticut and conduct educational campaigns to acquaint poultrymen with present marketing problems and with the fundamental principles of successful cooperative marketing in order that they may be prepared to act wisely when the time arrives....The great interest in marketing methods and the beginnings of organized cooperative marketing throughout the country indicate that the competition for our Eastern markets, particularly for the higher grades of eggs, is likely to be keener than heretofore."

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## A SCHOOL TO TEACH IMPROVED METHODS OF PREPARING EGGS FOR MARKET

The preparation of eggs for market is being given attention by the Extension Division of the University of Minnesota, St. Paul, Minn. An egg-marketing school was recently held which was attended by nine district creamery supervisors, about as many agents, several retail dealers, and members of the extension organization. An expert candler gave a demonstration in candling and pointed out that it is the producer who loses through a lower price because of the one, two or three dozen of "rotten" eggs in each case arriving in St. Paul and Minneapolis. Eggs from country merchants who candled the eggs before shipping bring the shippers from one-half cent to two cents more a dozen.

The economic importance of assembling eggs in carlots for shipment to distant markets was stressed. Cartons and cases of eggs well selected, well graded and well packed were exhibited. A demonstration in car loading of straight cases of eggs and mixed cases of eggs and butter was given by means of a model demonstration car, after which those attending the school adjourned to a railway siding where a car was being loaded for shipment. Here the method of loading was more fully explained.



### FEDERAL FOOD PRODUCTS INSPECTION SERVICE INCREASES

The food products inspection service conducted by the Federal Bureau of Markets and Crop Estimates, now covers seventy-five different fruits and vegetables, potatoes and apples being the two principal commodities inspected. During the past ten months nearly 25,000 shipments of fruits and vegetables were passed upon by the Federal inspectors. In addition to these large amounts of farm products are inspected for the Navy and Marine Corps at naval supply stations and navy yards. In the past the service has been restricted to products in interstate commerce and markets specially designated by the Secretary of Agriculture. Beginning July 1, the interstate restriction will be removed, provision for inspection being made "at points which may be conveniently reached from designated markets." Also in accordance with provisions in recent appropriation bills, efforts are now being made to cooperate in inspection at shipping points with State officials in States that have well organized departments or bureaus of markets.

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### EXAMINATION ANNOUNCED FOR ASSISTANT MARKETING SPECIALIST

An unassembled examination for Assistant Marketing Specialist (Fruits and Vegetables) has been announced by the United States Civil Service Commission, applications for which will be rated as received until further notice. Vacancies in the Federal Bureau of Markets and Crop Estimates, at a salary range of \$1,800 to \$2,760 a year, will be filled from this examination. Applicants will be rated on education, experience and fitness, and on a thesis or discussion of some phase of marketing fruits and vegetables. Two general eligible registers will be established as the result of this examination: (1) Of those qualified for work in standardization, grading, and inspection of fruits and vegetables; and (2) of those qualified for collecting and distributing market information and studying the methods and costs of handling, storing, and marketing fruits and vegetables. Applicants may compete for either or both registers. Further information may be obtained from the United States Civil Service Commission, Washington, D. C.

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### FIFTY THOUSAND COPIES OF MISSOURI MARKETING BULLETIN ISSUED

Fifty thousand copies were printed of the June 10 issue of the Marketing Bulletin, State Marketing Bureau, Jefferson City, Mo. This issue of the Bulletin was largely given over to timely information relative to the marketing of the Missouri wool clip. A full report of the regional pools was given, also data relating to the subject of wool grading. The issue was illustrated with five half-tone cuts and a map showing the counties in which the farmers are pooling their wool for marketing purposes. The Marketing Bulletin will be issued weekly hereafter in order to fulfill the great demand that has arisen for information of this type.

#### UNIVERSITY OF MINNESOTA WILL GIVE DEMONSTRATIONS IN MERCHANDIZING

A "store bureau" project is being developed by the Extension Division of the University of Minnesota, St. Paul, Minn. The purpose of the project is to establish bureaus in at least ten towns, the object of each bureau being among other things, to promote more economical merchandizing methods, encourage closer personal and business relations between farmers and merchants, and foster mutual confidence and self improvement through an organization of merchants. It is proposed to have experts give demonstrations in advertising, window trimming, extending credits, and making collections. It is also proposed to point out to small-town merchants how home trade can be increased in volume by a continuous cooperative campaign for superior service.

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#### A WOMAN MARKET AGENT IN MISSISSIPPI PLANS PROGRAM

A carefully worked out program for the giving of assistance in the marketing of canned goods such as dairy, poultry, bee, and garden products and canned meats, has been submitted by Mrs. Florence A. Eldred, Market Agent, Extension Division, Agricultural and Mechanical College, Agricultural College, Miss. Mrs. Eldred's work is largely with groups of women who prepare canned goods for the market. Among the practices being urged by her are: the preparation for sale of high grade goods, prompt attention to orders, systematic bookkeeping, and sending of invoices with all sales. She has suggested club markets with special sale days.

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#### NEW MEXICO BROOMCORN GROWERS HAVE A PROGRESSIVE ASSOCIATION

At the first annual meeting of the Portales Broomcorn Growers' Association, Portales, N. M., held a few weeks ago, the fact was brought out that warehouse room can no longer be rented. C. A. McNabb, Agent in Marketing, State College, N. M., reports that this particular association is making plans to erect a structure providing office rooms, a loading platform, and a warehouse room large enough to accommodate seven or eight cars of brush. Action was taken at the meeting to assess the 115 members of the association \$30 apiece in order to establish a building fund.

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#### OFFICE OF F. L. HARKEY MOVED TO SPARTANBURG, SOUTH CAROLINA

F. L. Harkey, State Agent in Marketing with the Extension Service of Clemson Agricultural College, has changed his address from Clemson College, S. C., to Chamber of Commerce Building, Spartanburg, S. C. This season Mr. Harkey is giving particular attention to shipping-point-inspection work.



## STANDARDIZATION AND INSPECTION WORK IN WESTERN STATES STUDIED

In the interest of standardization and inspection work, W. A. Sherman, Specialist in Charge, Fruit and Vegetable Division, and H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates, are making an extended trip to South Dakota, Nebraska, Wyoming, Colorado, Utah, Nevada, California, Oregon, Washington, Montana, Idaho, North Dakota, Minnesota and Wisconsin, where they are conferring with State marketing officials and members of the trade. The subject of shipping-point inspection for fruits and vegetables is being given particular consideration.

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## MARKETING BUREAU AIDING IN A MORE-GOOD-SEED CAMPAIGN

Details are being worked out for cooperation in Missouri in the inspection and approval of seed wheat. The cooperators are the State Marketing Bureau, Jefferson City, Mo., the College of Agriculture, Columbia, Mo., and the Missouri Corn Growers' Association. It is proposed to send an increased number of inspectors into the field that a large number of fields may be approved and a large supply of seed accumulated from the present crop. During the summer a campaign will be conducted in behalf of the use of seed wheat that will maintain high quality and high yield.

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## STANDARDS FOR AMERICAN COTTON IN INTERNATIONAL TRADE URGED

Standards for American cotton in international commerce are being urged by Nat C. Murray, Statistician, Federal Bureau of Markets and Crop Estimates, who is attending the Eleventh Biennial Congress of the International Federation of Master Cotton Spinners and Manufacturers Association at Stockholm, Sweden. It is proposed to set forth the advantages of a single set of standards. The standards for American cotton were promulgated in 1914 and twice since their promulgation efforts have been made to bring about standards for use in international trade.

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## A LIVE-STOCK MARKETING CONFERENCE TO BE HELD IN DENVER

A conference of State and Federal officials interested in the production and marketing of live stock has been called at Denver, Colo., for July 17. It is proposed to work out at this time arrangements for supplying at regular intervals detailed information regarding the supply of live stock, condition of animals, and numbers en route to market. It has been suggested that the live-stock producing area be divided into four or five districts, each to be in charge of a specialist trained in the collection and dissemination of information vital to the success of the industry.

### NORTH CAROLINA PLANS A RADIO MARKET-NEWS SERVICE

An adequate market-news service, including the dissemination of news by radio, is being planned by marketing officials of North Carolina, Raleigh, N. C. With the assistance of J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, a market-news program has been outlined which will be followed in supplying producers, members of the trade and other interested persons with current market and crop reports. The agricultural statistician will supply the information relative to crop conditions, in accordance with the general plan agreed upon by crop reporting officials of the Federal Bureau to urge the statisticians in the various States to disseminate crop reports throughout their respective States by cooperating with agencies equipped to broadcast wireless messages.

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### MISSOURI WOOL GROWERS URGED TO GRADE THEIR WOOL

"Know Your Wool" is the slogan which the Missouri State Marketing Bureau, Jefferson City, Mo., is using in its work among the wool growers of the State in interesting them to grade their wool before offering it for sale. For the past three years the State Bureau, in cooperation with the Federal Bureau of Markets and Crop Estimates, has been conducting wool-grading demonstrations, using the tentative wool grades prepared by the Federal Bureau. Statements have been received by the State Bureau from Eastern buyers indicating that Missouri wool is improving rapidly in quality as a result of the grading programs.

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### ALABAMA POLYTECHNIC INSTITUTE RECEIVES GIFT OF A RADIO BROADCASTING SET

A radio broadcasting outfit has been given to the Extension Service of the Alabama Polytechnic Institute, Auburn, Ala., by the "Birmingham News." Arrangements are being made to broadcast daily market and weather reports from this station which has a 300 mile radius. Receiving sets are being installed in the offices of the county agricultural agents and by this means it is expected that wide dissemination of the reports will be made. An expert operator has been employed to take charge of the broadcasting work.

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### RADIO MARKET NEWS REPORTS BROADCAST DAILY FROM AMES, IOWA

The radiophone recently installed at the Iowa State College of Agriculture and Mechanic Arts, Ames, Iowa, is now in operation and market reports are being broadcast daily. From letters received by the Engineering Department it is evident that the reports can be picked up as far east as Canton, Ohio, and as far west as Boulder, Colo. The data for the reports are received by wireless telegraph from the Air Mail Station at Omaha, Nebr., and put in shape for further dissemination over the radiophone.



## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3677, by Mr. Harris of Georgia, to authorize the Director of the Census to collect additional statistics of cotton.

H. R. 11941, by Mr. Riddick of Montana, defining the crop failure in the production of wheat, rye, barley, oats, and flax by those to whom the Government of the United States loaned money, under the act of March 3, 1921, for the purchase of wheat, rye, barley, oats, or flax for seed.

H. R. 11942, by Mr. Johnson of Mississippi, to amend section 14 of the Federal reserve act in order to permit the increase of the open-market powers of Federal reserve banks by permitting them to purchase and sell long-time paper secured by shipping documents or warehouse receipts covering agricultural products, or by chattel mortgages on live stock.

H. R. 11964, by Mr. White of Maine, to amend an act to regulate radio communication, approved August 13, 1912.

Bills upon which action was taken during the week:

S. 2775, to extend for one year the powers of the War Finance Corporation to make advances under the provisions of the act entitled "An act to amend the War Finance Corporation act, approved April 5, 1918, as amended to provide relief for producers of and dealers in agricultural products, and for other purposes," has been sent to the President for approval.

S. 2263, to amend the Federal reserve act approved December 23, 1913, has been signed by the President. This act provides for agricultural representation on the Federal Reserve Board.

H. R. 7102, to fix standards for hampers, round stave baskets, and splint baskets for fruits and vegetables, has been passed by the House.

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### A FULL EXTENSION PROGRAM IN MARKETING AT UNIVERSITY OF KENTUCKY

The extension program in marketing at the University of Kentucky, Lexington, Ky., for the coming fiscal year includes assistance in the preparation and adoption of approved organization plans and in guiding existing organizations along right lines. Among the types of farmers' organizations which will be given special attention are the following: live-stock shipping associations; cream, egg and produce associations; tobacco associations; wool pools; fruit and vegetable associations; and associations for buying coöperatively. Other lines of work to be taken up will be the finding of new markets and the locating of sources of supplies. Aid will also be given in the dissemination of market information.

### CHANGES IN COTTON GRADES TO BE CONSIDERED AT CONFERENCE

Cotton experts, representing all branches of the trade, have been invited to attend a conference in the Washington office of the Federal Bureau of Markets and Crop Estimates, beginning June 19, to consider proposed changes in the official cotton standards of the United States for grade for American-Upland cotton. The present grades were promulgated December, 1914, but since that time changes have occurred in the character of the crop, probably caused by variation in climatic and soil conditions, and the original grades are not now truly representative of the crop. A new set of types showing the proposed changes has been prepared by the cotton experts of the Bureau and will be examined and discussed at the conference.

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### EGG-MARKETING CAMPAIGN BEING CONDUCTED IN MISSOURI

J. M. Borders, Assistant in Marketing Poultry Products, Federal Bureau of Markets and Crop Estimates, is in Missouri assisting the State Marketing Bureau, Jefferson City, and the College of Agriculture, Columbia, in organizing a State-wide campaign to bring about the better preparation of eggs for market, and the teaching of the most approved, economical and profitable methods for sending eggs through the channels of trade. The work will be established on a basis which will make it a feature of the permanent marketing program for Missouri.

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### INVESTIGATING UTAH LIVE-STOCK SITUATION

W. L. Wanlass, Research Agent in Marketing, and G. B. Caine, Head of the Department of Dairy Husbandry, Agricultural College of Utah, Logan, Utah, are planning to make an extensive trip through the principal live-stock producing sections of Utah, beginning July 5, in order to investigate thoroughly the live-stock situation and to learn how extensive a study would have to be made in order to collect the facts regarding the cost of marketing live stock.

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### POTATO GRADING IN WISCONSIN PROVES BENEFICIAL TO FARMERS

The Wisconsin compulsory potato-grading law has worked advantageously for the farmers of the State, according to a statement recently made by L. G. Foster, Deputy Commissioner, Wisconsin Department of Markets, Madison, Wis. From 15 to 20 cents a hundred pounds more is offered for machine-graded potatoes than for the ungraded stock. Approximately 16,000 cars of potatoes have been shipped since the law went into effect in September, 1921.



STATE AND FEDERAL

# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 21, 1922.

Vol. II, No. 25.

## RESEARCH STUDY IN THE MARKETING OF BUTTER IN WISCONSIN COMPLETED

L. G. Gabbard, Research Agent in Marketing, University of Wisconsin, Madison, Wis., has completed the study of the marketing of butter by Wisconsin cooperative creameries upon which he has been engaged since the first of the year. There are in Wisconsin at the present time, about 400 cooperative creameries, with no coordinated central sales agency. The products of these associations are marketed largely according to seasonal production. The objects of the investigation were: (1) To ascertain and study conditions under which creameries are organized and operate, (2) to determine the items of costs and the total costs entering into the making of creamery butter, (3) to study the methods of marketing employed and the costs involved, (4) to locate any existing weaknesses and suggest remedies for improvement, and (5) to ascertain the most feasible means of federating creameries so as to provide for the development of an economic and efficient sales organization. A report of the study has been submitted which is to be used as the basis of a bulletin to be issued jointly by the Experiment Station of the University of Wisconsin and the Federal Bureau of Markets and Crop Estimates.

Mr. Gabbard has resigned his position as Research Agent in Marketing and will take up new duties at the Agricultural and Mechanical College of Texas, beginning July 1.

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## A MARKET-NEWS SERVICE ARRANGED FOR MICHIGAN

Daily market information during the shipping season for apples, peaches, grapes, cherries and white potatoes will be given to the producers, dealers and shippers in Michigan, according to arrangements which are being worked out between the Michigan State Bureau of Foods and Markets, Lansing, Mich., and the Federal Bureau of Markets and Crop Estimates. From about August 20 to October 1, apple, peach and grape reports will be issued from a temporary office in Benton Harbor, Mich. The issuing of reports on white potatoes from Grand Rapids, Mich., will commence about October 1 and last approximately until the middle of May. Reports on cherries from a few leading markets will be sent by telegraph daily to Lansing and will be disseminated by telephone from the office of the State Bureau during July. It is possible that market news on celery will be furnished during November and December.

### GRAIN GRADING TO BE TAUGHT IN MINNESOTA AND THE DAKOTAS

A campaign directed toward teaching county agents and grain producers the principles and value of grain grading, particularly wheat grading, is being worked out by the extension divisions of the agricultural colleges of Minnesota, North Dakota, and South Dakota. It is proposed to have thirty county agents in the three States attend grain-grading schools conducted by the grain supervisors of the Federal Bureau of Markets and Crop Estimates. Later, grain-grading laboratories will be established at the offices of the county agents and the county agents will undertake to teach grain producers the principles of grading. They will also grade samples of grain submitted. It is expected that these activities will result in the farmer knowing more about the wheat he has to market than he does at present. The new service will enable him to meet the country buyer on a more even basis.

Plans are also being developed for the broadcasting of price information regarding grains for the benefit of producers and country shippers. It is proposed to give price figures not only for the different grades but also for the various groups within the grades. The Minneapolis Chamber of Commerce will cooperate in the development of the price reporting program.

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### NEW JERSEY'S MARKET-NEWS SERVICE EXPANDS

Reports on market conditions and prices of New Jersey fruits and vegetables arriving in New York City are collected daily during the early morning hours by Roland L. Sutton who has recently been appointed as a co-operative agent of the New Jersey Bureau of Markets, Trenton, N. J., and the Federal Bureau of Markets and Crop Estimates. The information gathered is put on the leased wire for the Trenton office before Mr. Sutton proceeds to Newark, N. J., to report that market, between seven and eight o'clock each morning. According to the cooperative arrangements, the New York City and Newark market reports, together with the Philadelphia reports received by leased wire at Newark from the Trenton headquarters of the State Bureau of Markets, are arranged for broadcasting from the Westinghouse Radiophone Station in Newark between nine and nine-thirty o'clock.

Mr. Sutton graduated this year from the Maryland Agricultural College with the degree of B.S. in Agriculture. During the past few summers he assisted in orchard work in various parts of Maryland.

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### FILIPINOS BEING TAUGHT EGG STANDARDIZATION

Filipino boys and girls through their poultry club work are being taught the principles of standardization. "How to Candle Eggs" is the subject of a small leaflet recently published by the Bureau of Education, Department of Public Instruction, of the Government of the Philippine Islands, for the benefit of the clubs. "It pays to sell only fresh eggs" is the closing admonition of the leaflet.



## SWEET POTATO STORAGE DISCUSSED IN DEPARTMENT BULLETIN

Of particular interest to sweet potato growers is Bulletin No. 1063, recently issued by the United States Department of Agriculture, entitled, "Sweet Potato Storage Studies." When the experimental work in sweet potato storage was started by specialists of the Department in 1912, it was apparent that storage and marketing were the most serious problems confronting the sweet potato growers, and that little could be done along marketing lines until the storage problem was solved. At the time the studies were made it was estimated that 30 per cent of the crop was lost annually by decay through being stored in pits or banks, the common method of caring for sweet potatoes in the South. The objects of the experiments conducted were to determine: (1) The factors which hasten the decay of sweet potatoes in storage; (2) the best methods of reducing losses due to decay and to excessive shrinkage; (3) the effects on shrinkage and decay of different methods of handling sweet potatoes; (4) a comparison of varieties of sweet potatoes with reference to loss in storage from shrinkage and decay, and (5) the effects on the keeping quality of sweet potatoes of temperature and humidity in the storage house. The results of the investigations are given in the bulletin in the form of tables and graphs.

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## EXAMINATION FOR ACCOUNTANTS ANNOUNCED

Announcement has been made by the United States Civil Service Commission of assembled examinations to be held July 19, for positions as Junior Accountant and Senior Accountant (Live-Stock Supervision) in the Packers and Stockyards Administration of the United States Department of Agriculture at salaries ranging from \$1,800 to \$3,000, and \$3,000 to \$4,500, respectively. Applicants for the position of Junior Accountant must show that they have had at least two years of double-entry bookkeeping or accounting experience on general books. Applicants for the position of Senior Accountant must show that they have received the degree of certified public accountant, and that they have had at least three years of actual public accounting experience, not less than one year of which was in the capacity of senior accountant. The written examinations will be based on questions pertaining to the theory of accounts and auditing, and on practical accounting problems. Further information can be obtained from the United States Civil Service Commission, Washington, D. C.

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## NEBRASKA POTATO GRADES CHANGED TO CONFORM TO U. S. STANDARDS

Changes have been made by the Nebraska State Bureau of Markets and Marketing, Lincoln, Nebr., in the State grades for potatoes, so that they will conform to the new grade called "United States No. 1 Small" included in the grades promulgated by the Federal Bureau of Markets and Crop Estimates.

## AGRICULTURAL REPRESENTATIVES IN WESTERN STATES ORGANIZE

The conference of representatives of the agricultural departments in the Western States, held in Sacramento, Calif., the last week in May, resulted in the organization of the "Western States Agricultural Representatives." G. H. Hecke, Director of Agriculture, Sacramento, Calif., was elected president; Miles Cannon, Commissioner of Agriculture, Boise, Idaho, vice-president; and F. H. Gloyd, Superintendent of the Division of Agriculture, State Department of Agriculture, Olympia, Wash., secretary-Treasurer. It is expected that these conferences of agricultural workers will be made annual events.

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## RADIO MARKET NEWS OF VALUE TO NEBRASKA FARMERS

The State Bureau of Markets and Marketing, Lincoln, Nebr., is in receipt of many letters from persons throughout the State who are receiving the radio market-news reports and are finding them of great value. The reports include market quotations on live stock, grains, butter and eggs, which are broadcast three times daily from the radio station of the University of Nebraska, Lincoln. The information is compiled from reports received over the leased wire from Chicago, St. Louis, Kansas City, Omaha, and St. Joseph markets. Butter and egg reports are also given for the New York City market.

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## MARKET-NEWS SERVICE BEING ESTABLISHED AT SALT LAKE CITY

The Extension Division of the Utah Agricultural College, Logan, Utah, is making arrangements for a market-news service regarding live stock, dairy products, grain, potatoes, fruits and vegetables. Office space has been obtained in Salt Lake City and equipment is being installed. A market reporter has been employed to take charge of the service which, it is expected, will start July 1. It is proposed to receive daily telegraph reports from Chicago, Omaha, St. Louis, Kansas City and Denver. The current information will be disseminated from the Salt Lake City office.

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## FIRST BOYS' AND GIRLS' RADIO CLUB IN WASHINGTON ORGANIZED

Twelve boys and girls in Spokane County, Washington, have organized the first radio club in the State, with the assistance of the Extension Service of the State College of Washington, Pullman, Wash. The members of the club are much interested in this new kind of work, and are dilligently endeavoring to receive accurate weather and crop reports through the receiving station which they have set up. The reports received are made available to the farmers throughout the community.



### NEW HAMPSHIRE WOOL CLIP TO BE POOLED

New Hampshire wool is being pooled again this year with the New Hampshire Cooperative Marketing Association, Manchester, N. H., according to an article in the Weekly Market Bulletin, published by the State Bureau of Markets, Concord, N. H. This association was able to return to the farmers last year 35 cents a pound for all grades of wool, a marked increase over local prices. The pooled wool was manufactured into suitings, blankets, automobile robes and stockings, and then sold. The same plan will be followed this year. A cash market has been found for all the suiting that can be made from the State's wool clip. With last year's experience to profit by the association anticipates even better results from the second pool.

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### SHORT COURSES PLANNED FOR IOWA MANAGERS OF SHIPPING ASSOCIATIONS

The extension program in marketing at the State College of Agriculture, Ames, Iowa, for the coming fiscal year includes one and two-day short courses in accounting for creamery, elevator, and live-stock shipping associations. The schools will be held at various points in the State and at such times as will serve best the needs of the managers and officers of the many farmers' cooperative marketing associations. It is proposed also that the Extension Service shall disseminate information as to the most advantageous markets for the more important farm products, and shall advise as to the most efficient practices for marketing the different crops.

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### COLORADO PLANNING EXTENSION WORK IN WOOL, POTATOES AND LIVE STOCK

The program for extension work in marketing in Colorado for the fiscal year beginning July, includes the stressing of wool grading, demonstration work in potato marketing and in the marketing of live stock. Considerable has been accomplished already in demonstrating to wool producers and potato growers the advantages of adopting approved marketing practices. The advantages of forming local shipping associations for the marketing of live stock will be set forth on all suitable occasions.

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### POTATO SHIPPING-POINT INSPECTION WORK IN NEBRASKA

The inspection service of the Nebraska State Bureau of Markets and Marketing, Lincoln, Nebr., reports that 5,163 cars of white potatoes were inspected at shipping points during the season 1921-22, just closed. This shows an increase of 2,232 cars over the number inspected the previous season. Present indications are that there will be a much larger potato crop this year. Potato shipping will commence in the Kearney district about July 10.

#### SWEET POTATO GRADING AND STORAGE DISCUSSED IN SOUTH CAROLINA BULLETIN

The harvesting, grading, storing, packing and loading cars of sweet potatoes is discussed in Bulletin No. 52, "The Sweet Potato Industry," issued last month by the Extension Service of the Clemson Agricultural College, Clemson College, S. C. Copies of a contract and a growers' agreement which are being used by some of the larger sweet potato storage houses in South Carolina are included in the bulletin.

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#### UNIVERSITY OF NEVADA PUBLISHES BULLETIN ON WOOL GRADING AND MARKETING

Information regarding the handling, grading and marketing of wool has been given to the wool growers of Nevada in the form of Bulletin No. 30, entitled, "Wool Grades and Grading," issued by the Extension Division of the University of Nevada, Reno, Nev. The specialized requirements of the textile industries are also discussed. Charles A. Norcross, State Marketing Specialist, is author of the publication.

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#### REPORT OF CONFERENCE OF STATE MARKETING OFFICIALS ISSUED

A report of the conference of the Executive Committee of the National Association of State Marketing Officials, held in the Washington offices of the Federal Bureau of Markets and Crop Estimates, May 9-10, has been issued in mimeographed form by the Secretary of the Association, W. A. Manson, 136 State House, Boston, Mass.

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#### HOG MARKETING SUGGESTIONS GIVEN IN TEXAS BULLETIN

"Hog Marketing Suggestions" is the subject of a bulletin by A. L. Ward, Swine Husbandman, Extension Service, Agricultural and Mechanical College of Texas, College Station, Tex. The bulletin recommends the co-operative method of marketing hogs as being the most advantageous to farmers having only a small number of hogs to sell.

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#### COOPERATIVE MARKETING IN NEW YORK STATE

The cooperative marketing movement in New York State is discussed in an article entitled, "Cooperative Marketing Forges Ahead," by Herschel Jones, Director of the New York City office of the New York State Department of Farms and Markets, appearing in the June 3 issue of the American Agriculturist.



## AN ELABORATE EXTENSION PROGRAM IN MARKETING IN TENNESSEE

Sixteen different lines of market extension work will be undertaken by A. L. Jordan, Specialist in Marketing, College of Agriculture, Knoxville, Tenn., during the coming fiscal year. Among these are the teaching of approved practices in the marketing of live stock, wool, cotton, sweet potatoes, poultry and eggs, and the cooperative purchasing of seeds. He has arranged his program on a yearly basis. For instance, during January and February he will conduct short courses among live-stock shippers. In March, poultry demonstrations will be added to the live-stock work, while in April attention will be given to the shearing of sheep and the handling of wool. During May and June, wool sales will be held and demonstrations given in the cooperative marketing of hogs. Live-stock and cotton marketing will receive the major portion of his time during the remaining months.

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## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

A bill has been introduced by Mr. Haugen of Iowa (H. R. 12053) to define butter and to provide a standard therefor.

H. R. 11843, providing for the regulation of grain future exchanges has been reported out of the Committee on Agriculture.

A supplemental estimate amounting to \$50,000 has been submitted by the President to Congress to enable the Secretary of Agriculture to collect moneys due the United States on account of loans made to farmers under the seed grain loan acts of March 3, 1921, and March 20, 1922.

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## TOBACCO GRADING DISCUSSED AT CONFERENCE IN RICHMOND, VIRGINIA

In order to determine the basic principles to be followed in establishing standard grades for the classification of flue-cured tobacco, F. B. Wilkinson, Investigator in Tobacco Warehousing, Federal Bureau of Markets and Crop Estimates, held a conference at Richmond, Va., June 15-17, with tobacco marketing men representing the Federal Bureau in North Carolina, Kentucky, and Pennsylvania.

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## KENTUCKY DEPARTMENT OF AGRICULTURE ESTABLISHES A NEW SERVICE

The Kentucky State Marketing Exchange Bulletin is the title of a monthly publication started recently in the Marketing Bureau of the State Department of Agriculture, Frankfort, Ky. The first issue consists of four pages given over almost entirely to the listing of things wanted and things for sale. Copies of the first issue were sent to 10,000 farmers of the State.

#### PROFESSOR A. B. DOGGETT PREPARES FOR MARKETING COURSES NEXT YEAR

A. B. Doggett, Jr., Professor of Marketing, Hampton Institute, Hampton, Va., in preparation for the courses in marketing which he plans to give next year, spent a day last week in the Washington office of the Federal Bureau of Markets and Crop Estimates obtaining information and material that will be of value and service to him in his work. This past year Professor Doggett had a marketing class of five, which, in addition to the class work, made trips to various points where marketing agencies in actual operation could be studied. Besides the marketing courses, Professor Doggett will offer a course in Rural Social Economics.

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#### H. A. SPILMAN TO ADDRESS NEW YORK WEIGHTS AND MEASURES OFFICIALS

H. A. Spilman, Investigator in Package Standardization, Federal Bureau of Markets and Crop Estimates, will address a meeting to be held soon of the weights and measures officials of the State of New York regarding the bill now before the Congress of the United States relative to fixing standards for hampers, round stave baskets and splint baskets for fruits and vegetables. This bill has already been passed by the House.

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#### NEW AGRICULTURAL STATISTICIAN TO BE APPOINTED IN MISSISSIPPI

D. A. McCandliss, a graduate of the Mississippi Agricultural College and formerly a county agent, will be appointed as Agricultural Statistician by the Federal Bureau of Markets and Crop Estimates, to fill the vacancy caused by the death of J. A. Ramey. After September the Mississippi headquarters probably will be located in Jackson instead of Gulfport.

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#### MISSOURI MARKETING BUREAU PREPARES FOR EXHIBIT AT STATE FAIR

Plans are being made by the Missouri State Marketing Bureau, Jefferson City, Mo., to have wool marketing and market reporting by radio the main features of its market exhibit at the State Fair to be held August 19-26, at Sedalia, Mo.

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#### PROFESSOR SHEAY OF MISSOURI TO STUDY ADVANCED ACCOUNTING

John Sheay, Extension Assistant Professor of Marketing, University of Missouri, Columbia, Mo., is planning to spend the month of July in Minneapolis, Minn., taking an advanced course in accounting and business law.



## MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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### INVESTIGATION OF FACTORS INFLUENCING CONSUMER DEMAND FOR MILK

A study of the various factors influencing the consumer demand for milk in the principal cities of New England, particularly Boston and Springfield, Mass., and Providence, R. I., is being made cooperatively by the Harvard School of Business Administration, Cambridge, Mass., the Massachusetts State Bureau of Markets, Boston, Mass., and the Federal Bureau of Markets and Crop Estimates. Dr. Daniel Starch of Harvard, who is supervising this work, has conducted studies of the effect of advertising in various fields, as has J. Clyde Marquis, Consulting Specialist, who is directing the Federal Bureau's part in the investigation. This project, the first ever attempted in this particular field, is being undertaken as the result of the strong demand for information setting forth the real effect of publicity, both favorable and unfavorable, on the consuming market for farm products.

Eldon C. Shoup, Research Agent in Marketing, and Kenneth H. Berst, Research Assistant in Marketing, both 1922 graduates of the Harvard School of Business Administration, are collecting the data in connection with the study.

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### VIRGINIA TO INAUGURATE STANDARDIZATION AND INSPECTION WORK

In order to furnish a much-needed service to Virginia fruit and vegetable producers, the State Division of Markets, Richmond, Va., has appointed F. Earl Parsons as Specialist in Standardization and Inspection. Mr. Parsons, who is now a Food Products Inspector in Philadelphia for the Federal Bureau of Markets and Crop Estimates, will be in direct charge, after July 1, of the standardization and inspection work which the State Division is inaugurating in Virginia. Requests for this type of service have been received by the marketing officials of the State from producers, dealers, farmers' organizations, and others interested in marketing problems, who have felt the need of having Virginia products graded, packed and inspected according to approved practices under the supervision of a disinterested person.

Mr. Parsons graduated in 1917 from the Iowa State College of Agriculture with the degree of B.S. in Horticulture, since which time he has been with the Federal Bureau of Markets and Crop Estimates in connection with the grading and inspection work of fruits and vegetables in various parts of the country.

### MOTION-PICTURE FILM ON WOOL GRADING AND MARKETING BEING PREPARED

Approved methods of preparing wool for market is the theme of an educational motion-picture film being prepared by specialists of the Federal Bureau of Markets and Crop Estimates. Jason, the leading character, and his unprogressive neighbor have similar experiences in marketing their wool clip on a flat basis. Jason, however, dissatisfied with this method decides to consult his county agent in respect to having his wool graded. The county agent advises him how wool should be prepared for market and tells of the advantages of having wool graded so that it will sell for what it really is worth. Jason follows the suggestions and his wool, when sold on grade, commands a much better price than does that of his neighbor who uses haphazard methods of clipping and handling wool.

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### VIRGINIA'S WOOL CLIP THIS YEAR PREPARED IN BETTER CONDITION

The results of the educational campaigns and wool grading demonstrations conducted last year by the Virginia Division of Markets, Richmond, Va., with the assistance of a wool classifier from the Federal Bureau of Markets and Crop Estimates, are evidenced this year by the wool which is being sent to the regional pool at Alexandria, Va. K. A. Keithly, Agent in Live-Stock Marketing, State Division of Markets, reports that the condition and preparation of the wool consigned to this year's pool is 90 per cent better than that of last year. Only 5 per cent of the wool is received untied, compared with 85 per cent for last year. It is also noted that broken locks claim only one per cent of the wool this year, while from 15 to 20 per cent was noted in last year's clip.

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### WOOL GRADING TO BE DEMONSTRATED IN NORTH CAROLINA

Demonstrations in wool grading will be given at 15 points in North Carolina beginning July 3, under the direction of the State Division of Markets, Raleigh, N. C. G. T. Willingmyre, Specialist in Marketing Wool, and Sam Greenwood, Wool Classifier, Federal Bureau of Markets and Crop Estimates, will assist in conducting the demonstrations. It is proposed to hold sales at the concentration points after the wool has been classed according to the tentative grades prepared by the Federal Bureau.

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### WEST VIRGINIA UNIVERSITY WILL HOLD WOOL-GRADING SCHOOL

A school for teaching approved practices in wool grading will be held by the Extension Division of the West Virginia University, July 10-15, at Clarksville, W. Va. G. T. Willingmyre, Specialist in Marketing Wool, Federal Bureau, has been requested to be one of the instructors of the school.



### A MARKET-NEWS SERVICE FOR HOUSEWIVES

A new type of market-news service is being furnished to housewives by C. W. Pierce, representative of the Northwestern Ohio District of the State Division of Markets and Marketing, Columbus, Ohio. Mr. Pierce, who has his headquarters in Toledo, is furnishing the daily newspapers in his district with a list showing the range of prices for foodstuffs charged by the various grocers and butchers. This is based on a survey of the highest and lowest prices offered by a number of segregated stores. At all times the housewife knows approximately how much should be paid for any particular article. Interest in this kind of market news was aroused through the Housewives' League and through articles appearing in the papers. In addition to this service, Mr. Pierce is furnishing general market reports to 33 newspapers, both daily and weekly. By means of the radiophone, prevailing prices on live stock, dairy and poultry products, fruits, vegetables, hay and grain are broadcast daily. The grain market is given three times a day, including both the Chicago and Toledo quotations on cash and future wheat, corn, oats, barley and rye.

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### STUDY OF PROCESSED AND UNPROCESSED EGGS IN STORAGE BEING MADE

A study of the effect of storage upon the quality of eggs treated with oil, as compared with those untreated, is being made by the Federal Bureau of Markets and Crop Estimates, the Bureau of Chemistry of the United States Department of Agriculture, and the subsistence division of the Navy Department. Cases of eggs placed in cold storage will be inspected at intervals of three months over a period of one year in order to note the shrinkage, the absorption of odor and the flavor and quality of the eggs.

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### MAINE DIVISION OF MARKETS ASSISTS COOPERATIVE CHEESE FACTORY

An instructor in cheese making has been furnished by the Maine State Division of Markets, Augusta, Me., to the Monroe Cooperative Cheese Factory, Monroe, Me., and cheese making commenced the first part of June. From 3,600 to 4,000 pounds of milk are received daily at this cooperative factory and one pound of full cream cheese is being made from each nine pounds of milk.

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### DELAWARE'S MARKETING PROGRAM

The program of work which the new Division of Markets, Dover, Del., will undertake, has been outlined by W. T. Derickson, Chief of the Division, briefly as follows: (a) Standardization of packages, (b) standardization of grades, (c) market news information, (d) transportation, and (e) organization.

### STOCKYARD HEARINGS TO BE HELD DURING JULY

Hearings on complaints of live-stock dealers against yardage charges made by stockyards, will be held at Chicago, Ill., July 25; Peoria, Ill., July 6; and South Omaha, Nebr., July 10. The complaint has been made against the service and weighing charges assessed in addition to the regular yardage fee. Formerly one charge was made for each head of live stock coming into the yards regardless of the number of times it was resold. Under a recent tariff schedule a charge is made each time the animal changes hands while in the yards. The live-stock men have complained to the Secretary of Agriculture that the new rate is unjust and discriminatory.

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### STANDARDIZATION AND INSPECTION WORK INDORSED IN VIRGINIA

The grades for barrelled apples, as recommended by the Federal Bureau of Markets and Crop Estimates, were unanimously adopted at the recent annual meeting of the Virginia State Horticultural Society, with the exception of the color specifications for certain varieties. A committee was appointed to formulate grading and packing rules which it is hoped will be adopted and put into effect through the local or county fruit-growing organizations. It was also the expressed desire of the members of the Society that a shipping-point inspection service be established for the fruit growers of the State.

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### EXTENSION WORK IN MARKETING IN OREGON

The Extension Service of the Oregon Agricultural College, Corvallis, Ore., is planning, in its work along marketing lines, to give assistance in an educational way to members of commodity cooperative associations; to advise and counsel with association members relative to problems in standardization, grading, labeling, financing and orderly distribution of agricultural products; and to emphasize, on the part of producers, dealers, bankers, and consumers, the importance of a better understanding of a well organized, properly conducted cooperative marketing plan.

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### UNITED STATES REVISED GRADES FOR WHITE POTATOES EFFECTIVE JULY 1

Revised grades for white potatoes, as prepared by the Federal Bureau of Markets and Crop Estimates, become effective July 1. The United States grades, as revised, include the addition of a grade known as "United States No. 1 Small," and eliminate from the United States No. 1 grade, badly misshapen potatoes and those affected by hollow heart. The changes in the standards have been approved by the majority of the four hundred principal factors in the potato industry to whom they were submitted for consideration.



### SUMMER COURSE IN COTTON GRADING AT GEORGIA COLLEGE OF AGRICULTURE

A cotton-grading school will be held at the Georgia State College of Agriculture, Athens, Ga., from July 3 to August 5. Lectures and practice work in sampling cotton will constitute the course. This course in cotton grading is offered to those persons who wish to enter the cotton business, to those who are already engaged in the business and want to become more skilled, to merchants who handle cotton, to farmers who want to know more about the product they raise, and to those who want to become licensed graders and staplers.

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### UNIVERSITY OF CALIFORNIA TO OFFER COURSE IN COOPERATIVE ORGANIZATION

A course primarily for the training of men for cooperative organization work will be given next year by the College of Agriculture of the University of California, Berkeley, Calif. The demand for trained men for positions with California's cooperative organizations has been so great, it was felt that some effort should be made to offer special training for men interested in taking up this kind of work.

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### SHORT COURSE IN MARKETING TO BE GIVEN BY GEORGIA AGRICULTURAL COLLEGE

A six-day course in marketing for the teachers in the vocational high schools will be given at the Georgia State College of Agriculture, Athens, Ga., commencing July 10. M. C. Gay, State Agent in Marketing, who will conduct the course, visited the Washington offices of the Federal Bureau of Markets and Crop Estimates last week to secure material to be used in connection with the course.

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### OKLAHOMA AGRICULTURAL COLLEGE TO GIVE SHORT COURSE IN COTTON CLASSING

A six-weeks course in cotton classing will be given at the Oklahoma Agricultural and Mechanical College, Stillwater, Okla., commencing next week. George Butterworth, Specialist in Cotton Classing, Federal Bureau of Markets and Crop Estimates, will demonstrate the grading of cotton according to the official standards of the United States.

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### PREREQUISITES FOR COOPERATIVE MARKETING ASSOCIATIONS

"A Test of a Cooperative Marketing Organization" is the subject of a mimeographed circular prepared by the Virginia Division of Markets, Richmond, Va. Nineteen prerequisites for successful cooperative associations are listed.

### GOODS DAMAGED IN TRANSIT

When, as a result of negotiations between a seller of goods and a buyer thereof, goods are shipped by the seller to the buyer and the goods are lost or damaged in transit, the question arises upon whom does the loss fall as between the seller and the buyer. The case of *Henderson v. E. Lauer & Sons*, decided by the Supreme Court of California, 181 Pac. 811, involved this proposition. The answer to the question stated above is that the loss, in the absence of an agreement between the parties to the contrary, falls on the party who has title to the goods at the time they are lost or damaged. Of course, if the agreement between the parties clearly shows who had title at that time the matter is easily resolved. In the case referred to, the goods were shipped C.O.D. with bill of lading and draft attached and these instruments were sent to a bank and the buyer was notified that on payment of the draft the bank would turn over the bill of lading. The Court found in this case that these facts showed that the seller had reserved title to the goods until payment had been made, and, therefore, the loss caused by fire in the railroad's warehouse prior to such payment fell upon him. The question of the right of recovery against the railroad company was not involved. The fact of making a bill of lading deliverable to the order of the seller or upon the payment of the purchase price of the goods in the absence of evidence to the contrary is generally held to show that the buyer has retained title to the goods until payment therefor has been made and hence any loss occurring prior to such delivery or payment is borne by him.

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### GRADING AND PACKING DEMONSTRATIONS CONDUCTED AMONG GEORGIA TRUCK GROWERS

Approved methods of picking, grading and packing cantaloupes for market are being taught to growers in Georgia through a series of demonstrations which Elmo Ragsdale, Extension Agent in Marketing, Athens, Ga., is conducting with the assistance of the county agents in the chief producing sections of the State. The desirable way to load a car was explained to the growers in Effingham County with the first car of cantaloupes shipped from the county. Mr. Ragsdale has been conducting similar educational demonstrations among the shippers of other kinds of truck crops.

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### A STUDY OF THE COST OF MARKETING LIVE STOCK IN VIRGINIA CONTEMPLATED

In connection with a proposed research study of the cost of marketing live stock in Virginia, Gustav P. Warber, Agricultural Economist, Virginia Polytechnic Institute, Blacksburg, Va., spent a day in the Washington office of the Federal Bureau of Markets and Crop Estimates last week, conferring with specialists interested in the conduct of the work. Professor Warber has been devoting his time during the past year to the teaching of agricultural economics and to research and extension studies, particularly along marketing lines.



### DOCTORAL THESES ALONG MARKETING LINES

Among the doctoral dissertations in Political Economy in progress in American universities and colleges, as published in the June number of the American Economic Review, the following are noted as being of interest to marketing men:

- "The New York Butter Market," by Hilding E. Anderson, Columbia University, 1922.
- "Social Effects of the Development of the Art of Selling," by W. L. Davis, University of Wisconsin, 1923.
- "Principles of Agricultural Marketing," by John T. Horner, Columbia University, 1923.
- "The Marketing of Northwestern Boxed Apples," by Harold H. Maynard, Iowa State College of Agriculture, 1922.
- "The Economics of Advertising," by John H. Cover, Columbia University, 1923.
- "The Relation between the Cash and Future Price of Wheat," by Julius Hendel, University of Minnesota, 1924.
- "Method of Selling Cherries in Door County," by W. E. Paulson, University of Wisconsin, 1924.
- "The Boston Produce Market," by Lloyd L. Shaulis, Harvard University, 1923.
- "Organization of the Twin City Central Market," by Warren C. Waite, University of Minnesota, 1924.
- "The Principles of Cooperation with Special Reference to Agriculture," by Paul L. Miller, University of Minnesota, 1923.
- "Cooperative Grain Marketing at Country Points in the North Central States," by Joseph B. Kenkel, Catholic University, 1922.

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### CALIFORNIA PROMULGATES STATE STANDARDS FOR BARLEY

The new State standards for barley, promulgated May 10, 1922, by the California State Department of Agriculture, Berkeley, Calif., are given in Circular No. 246, entitled, "Desirable Qualities of California Barley for Export," just issued by the Experiment Station of the University of California, Berkeley, Calif. Three grades for barley have been established as follows: Class 1 - California Barley; Class 2 - Feed Barley; and Class 3 - Two-rowed Barley.

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### TEMPORARY MARKET REPORTING STATIONS TO BE OPENED BY FEDERAL BUREAU

According to present plans, temporary field stations for the issuing of market reports probably will be opened by the Federal Bureau of Markets and Crop Estimates at the following points on the dates indicated: Macon, Ga., watermelons, July 20; Kennett, Mo., watermelons, August 1; and Caldwell, Idaho, potatoes, August 10.

#### MANAGER OF NEW YORK MARKET GROWERS' ASSOCIATION APPOINTED

W. M. Hundertmark, formerly City Market Specialist with the New Jersey Bureau of Markets, has been appointed Secretary and Manager of the New York Market Growers' Association, New York City, recently organized by farmers from nearby territories who market their produce in the New York City public markets. Mr. Hundertmark has just completed a tour of inspection of farmers' markets in Detroit, Mich.; Cleveland, Ohio; and Rochester, N. Y.; where he gathered information that will be used in recommending improvements in the New York City public markets.

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#### FEDERAL BUREAU COMPILING LIST OF COOPERATIVE ASSOCIATIONS

In connection with the compilation of a comprehensive list of cooperative purchasing and marketing associations in the United States which the Federal Bureau of Markets and Crop Estimates is making, R. H. Elsworth, Specialist in Market Extension, is conferring with State marketing officials and with officers in charge of various cooperative associations in Columbus and Cleveland, Ohio; Madison, Wis.; and Chicago, Ill.

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#### CALIFORNIA EXPERIMENT STATION ISSUES TWO BULLETINS ON FRUIT MARKETING

"Harvesting and Handling Apricots and Plums for Eastern Shipment," and "Harvesting and Handling California Peaches for Eastern Shipment," are the titles of Experiment Station Circulars, Nos. 239 and 241, respectively, just published by the Experiment Station of the University of California, Berkeley, Calif. Both bulletins are illustrated to show clearly the different steps to be followed in preparing fruit for market.

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#### NEBRASKA'S EXTENSION PROGRAM IN MARKETING PLANNED

The work in marketing which the Extension Service of the University of Nebraska, Lincoln, Nebr., is planning for the coming fiscal year will consist in teaching the principles of marketing to cooperative marketing associations handling grains, live stock, potatoes, eggs and poultry. The work will be carried on largely by means of demonstrations.

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#### NEW ACTING CHIEF FOR CALIFORNIA STATE MARKET COMMISSION

F. N. Biglow, formerly Secretary of the State Market Commission of California, San Francisco, Calif., has been designated as Acting Chief of the Commission.